COACH MART

The weekly for the coach industry | Issue 646 £1 | July 4, 1991

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GONE

What now for National Express under Drawlane?

Carlton P.S.V.

IMMEDIATE DELIVERY – NEW NEOPLANS

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MAKING WAVES IN THE USED COACH MARKET

VOLVO 1986 B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, sunken toilet o/s rear, courier seat, curtains, fridge, water boiler, tinted side windows, beige/blue moquette, white + yellow/orange stripes.
M.O.T. FEB 1992 **£60,000 NETT**

DAF 1986 DKFL PLAXTON PARAMOUNT 3500 12M, 49/53 recliners, grey/red moquette, demountable rear sunken toilet, continental exit door, courier seat, curtains, power entrance door, wired for TV/video, cream/duo blue.
M.O.T. FEB 1992 **£57,500 NETT**

TOYOTA 1986 (LATE) CAETANO OPTIMO, 21 str., grey/red moquette, power entrance door, courier seat, curtains, armrests, saloon table, grey/red.
M.O.T. SEP 1991 **£17,500 NETT**

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL-ALIZEE-SH 12M, 49 recliners, grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for T.V./video, white/blue/gold.
M.O.T. APR 1992 **£62,500 NETT**

VOLVO 1983 (AUG) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49/53 recliners, autumn tint moquette, demountable toilet, continental door, TELMA retarder, cream/red.
M.O.T. FEB 1992 **£35,000 NETT**

BOVA 1983 (AUG) EUROPA II INTEGRAL 12M, 49 str., red moquette (44 recliners + 5 fixed at rear) power entrance door courier seat, curtains, centre sunken toilet, continental door, TELMA, Webasto, driver's fan, white/yellow/orange.
M.O.T. MAR 1992 **£29,500 NETT**

VALUE·VALUE·VALUE·VALUE·VALUE·VALUE·VALUE·VALUE

VOLKSWAGON 1990 LT35 HIGH ROOF MINIBUS, 16 low backed forward/side facing str., grey moquette, side loading entrance door, pale blue/white.
M.O.T. JAN 1992 **£10, 500 NETT**

LEYLAND 1985 TIGER 245 DUPLE LASER EXPRESS 11M, 51 str., autumn tint moquette, armrests, power entrance door, destination equipment, red/gold.
M.O.T. FEB 1992 **£35,000 NETT**

BOVA 1989 FUTURA FHD 12.290 INTEGRAL 12M, 51 str., duo red moquette, centre sunken toilet with continental exit, Webasto pre-heater, driver's berth, double glazing to side windows, with curtains, DE headlamps/foglamps, wired for TV/video, all white.
M.O.T. JUNE 1992
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DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, brown moquette, rear floor mounted toilet, continental entrance door, Webasto heating, driver's berth, power operated entrance door, courier seat, curtains, wiring for T.V./video, white/grey/red.
M.O.T. FEB 1992 **£39,500 NETT**

LEYLAND 1983 TIGER 245 DUPLE DOMINANT IV EXPRESS 11M, semi-automatic gearbox, driver's partition, bristol dome, power entrance door, 53 str., autumn tint moquette, white/duo green.
M.O.T. DEC 1991 **£25,000 NETT**

TRADE DESCRIPTIONS ACT;
In detailing these used saloon coaches we have quoted the year of registration and not necessarily the model or year of manufacture.

VALUE ADDED TAX;
Prices quoted are exclusive of V.A.T. and are subject to the normal standard rate.

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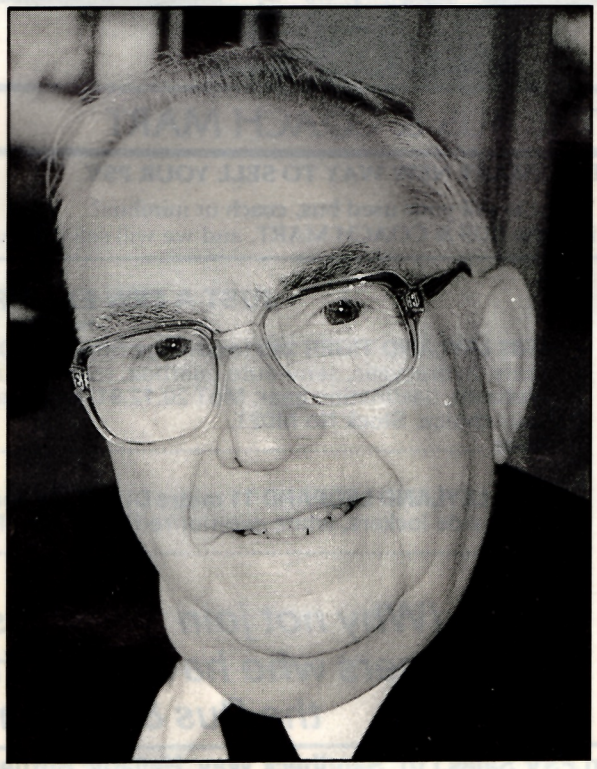

Meet Percy Tye: hanging his badge up after 55 years behind the wheel – page 20.

COMMENT

Although industry speculation has linked nearly every possible company, including at one stage Cadbury Schweppes, with National Express, Drawlane was widely tipped as the most likely buyer. And so it has turned out - well, almost. For although Drawlane, through chairman, Ray McEnhill, will manage the new company, it will only own 25 per cent of the equity. The rest will be owned by the banks.

That banks are not only prepared to invest in an ailing coach company, albeit one as well-known and large as National Express, but are prepared to take a majority stake at a time when finance companies are becoming more and more reluctant to back new vehicle purchase is encouraging. The investment must be seen as a vote of confidence in Drawlane management and, more importantly, in the long term future of the industry itself: both of which have been doubted by industry observers.

But, the soon-to-be-signed deal also signals danger - the danger of diversification. National Express is the one coach company everyone can name. It has a massive share of the express coaching market in this country. Yet, until recently, it only owned four vehicles. The vast majority of routes was run on National Express' behalf by operators under contract. In effect National Express was a marketing organisation - a big and very good one.

But the manager/owners then set about changing that successful status through a bewildering series of takeovers. In a very short time at the end of the bullish eighties the group bought out a range of companies that, far from adding to its strength, seemed to very rapidly undermine it.

The whirlwind purchases included Crosville Wales, a remote bus company struggling to fend off serious local competition, and Amberline, a coach operator already heavily involved with National Express work in Liverpool. The whole of Tony Lavin's ATL group was bought out in the summer of 1989.

National Express itself has already wound up many of the wholly or partially owned coach operating subsidiaries it set up during this buying spree. And it is indicative that its new-owners-to-be have already signalled their intention to sell off both Crosville and Amberline.

The market price fetched by the group reflects the weakened state of the enlarged National Express Holdings. Drawlane and the banks paid just over £10million for a company with a turnover of over £120million.

Diversification can, and has proven to, work in many instances. But it rarely has in the PSV industry, where even diversification from bus to coach or from coach to bus has caused problems: witness Yorkshire Rider's recent decision to halve its coach fleet.

Doubtless, diversification will inevitably be the buzz word that guides UK industry again (everything comes full circle, management techniques included). But, in this day and age, the message for bus and coach operators seems to be clear. Direct your management time, effort, expertise and experience into your core business. It's what you know best.

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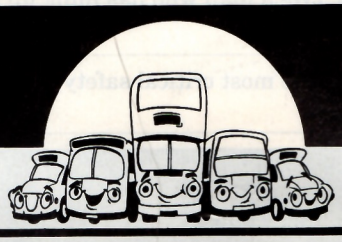

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1986 MCW CUMMINS L10 Engine. 4-speed full automatic Voith gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, MoT 19.09.91, resprayed all white.
Price £21,000

NEOPLAN

1984 NEOPLAN SKYLINER, 75/77 recliners, DAF 11.6 turbo engine, 8 speed gearbox, toilet/washroom, servery, water boiler, fridge, curtains, choice of two, MoT's 22.11.91 and 15.01.92, stock numbers M110 and M111.
Price .....~~£39,500~~ £37,500

JUST A FEW EXAMPLES

1983 LEYLAND TIGER 245 (exchange fitted 23/10/90) Plaxton 3500, 48 reclining seats, hydracyclic, semi-auto gearbox, rear o/s sunken toilet, rear o/s cont door, Webasto, destination gear, MoT 20.12.91, includes full repaint in single colour of your choice. Stock No M021.
Price.....£27,000

1981 LEYLAND LEOPARD 11 metre DUPLE, 53 seats, 6 speed ZF gearbox, power door, side lockers, white exterior/red moquette, MoT Aug 91. Stock no M9102.
Price.....£17,125

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■OFFICE

Drivers warned after drugs arrest

THE King's Ferry company has warned other operators to check vehicles for drugs after one of its drivers was arrested and its vehicle impounded.

Managing director, Peter O'Neill, told the industry to show its drivers how to check every possible hiding place on a coach in the hope that it will prevent them being caught up in drug smuggling.

Mr O'Neill said the weekend had been a 'nightmare' after a driver who had worked for him for 12 years was arrested and charged with drugs offences. It was 48 hours before Mr O'Neill could bail him out with a £75,000 surety.

The driver, Brian Cadwallader, was one of four drivers taking four vehicles and a school group of almost 200 to a Belgian chateau for eight days. On the return trip, all four coaches were searched and on Mr Cadwallader's Plaxton Mercedes, 50 kilos of cannabis resin was found with a street value of over £175,000. All four drivers were immediately arrested, and Mr Cadwallader was charged, questioned and his house searched.

'This has caused us serious problems,' said Mr O'Neill. 'The coach has been impounded and stripped down. We had to help get the children, teachers and parents home from Dover.

'I am now going to show every driver going abroad every nook and cranny on their vehicle. Once they are in the docks, they will check every luggage locker for extra luggage. When aboard the ferry, they will lift up every flap, and if they find anything, they will inform ship security immediately.I urge other operators to do the same,' said Mr O'Neill

■REPORT

Call for lorries to use bus lanes

THE Chartered Institute of Transport has called for heavy goods freight vehicles to be allowed to use bus lanes, in a bid to ease traffic congestion in London.

In its report, London's Transport- The Way Ahead- it argues that essential freight should have similar priority treatment to that of buses and should be allocated space on red routes.

The report also says that road pricing should be studied to see if it can play a part in relieving congestion and that bus, rail and tube fares should remain stable while new infrastructure is developed. Passengers should not be forced to pay higher fares in advance of improvements to the service.

To help cope with an expected increase of tourists to london, the CIT report also calls for extra coach parking space in London., It says that extra capacity is needed if tourist traffic is to be substantially increased and comfortably accommodated over the next five years. It is estimated that visitors to the capital will rise to by 27 percent by 1993 on 1988 figures.

The CIT working party was chaired by Nicholas Finney. He said:'The problems facing London's transport systems are immense and worsening. This report makes a considerable contribution to the debate because it analyses transport problems from the point of view of users of transport in London

'We hope all those concerned with determining and developing transport policy in London will take time to study our conclusions.'

■COMPANY REPORT

Ulsterbus continues to invest despite profits drop

NORTHERN Ireland bus and coach operator, Ulsterbus, has ordered 25 new Goldline coaches from local manufacturer Robert Wright to expand further its Goldline coach service.

News of the order was revealed as the company announced a small fall in profits for the year ended March 1991. Profit before tax was £1.776,022 million compared to £2.024,312 in the previous year. Turnover, however, increased to £55,521,116 million from £50,874,455.

'Apart from the coach holiday side of the business, our coaching performance was very good,' said Ulsterbus managing director, Ted Hesketh. He added:'Pride of place went to our Maiden City Flyer which we launched in April last year and which now provides 10 coaches a day between Belfast and Londonderry in a joint venture with Eire operator, Bus Eireann.

'The recently introduced Cityexpress between Newtownabbey and Belfast is also proving popular,' added Mr Hesketh.

The order for the Robert Wright designed Goldliner vehicles reinforces the company's committment to invest its profits in fleet replacement. Mr Hesketh said: 'The programme of fleet renewal and depot modernisation will continue apace.'

The number of passenger journeys in Ulsterbus was 52.5 million- the same as last year, but its subsidiary, Citybus, suffered from the troubles in Northern Ireland and Belfast in particular. They dropped from 27.9 million to 25.9 million. Mr Hesketh said:'That is hardly surprising when you consider the number of occasions when traffic was seriously disrupted.'

Citybus reported a loss of £368,638 compared to £351,573 in 1990.

■MANUFACTURING

Largest complete buses leave for Hong Kong

TEN of the largest complete buses ever exported from Britain have begun their 8,000 mile journey to Hong Kong and are helping Volvo Bus ride out the recession in the UK market.

The buses are Leyland Olympian three-axle double deckers which are destined for Far East operator, Kowloon and Canton Railway Company(KCRC). During 1990 and 1991, exports of Leyland's double deck buses to the Orient will reach a total of 208 units, worth £30 million.

The latest shipment will join 14 Olympians already in service and will be used mainly to provide a feeder service to KCRC's extensive railway network. They are powered by a Cummins L10 10 litre engine which develops 245 bhp. The bodies are two door aluminium and made by Walter Alexander of Falkirk.

But Volvo's success in the Far East has not been confined solely to buses. Thanks to sales support and service provided by VL Bus Asia there has been an order for five high spec air conditioned Volvo B10M coaches from Hong Kong Citybus.

■PEOPLE

Group travel job for Margaret

NEW reservation manager for group traffic at P&O Ferries is Margaret King, (above).

She joined the company in 1976 as a group department reservations clerk and has gained extensive knowledge of group travel during her year's at the cross-Channel company's headquarters in Dover.

Margaret, 38, who heads a department of 30 reservation staff, said: 'Our team works closely with coach and tour operators building up a good rapport to provide a good service for group travel to and from the continent.'

BRIEFS

● **ALL of London's 4,150 red buses have been fitted with custom-built attack alarms, following a 7.8 percent increase in assaults on London Buses staff last year. The new sirens are said to be louder and more distinctive than the alarms they have replaced.**

● DENNIS Specialist Vehicles notched up a milestone when it delivered its latest best-selling Dart midibus to London Buses. It was the 500th Dart to be delivered to LB- just a year after the first Dart entered service with London United. The newcomer is being bodied by Robert Wright.

● **TWO new Expressliner coaches have been introduced on the busy National Express Rapide service which links London with York. They are being operated by York Pullman, a subsidiary of Kingston upon Hull City Transport.**

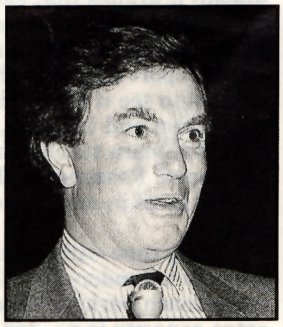
● PETERBOROUGH based Viscount Travel celebrated a special anniversary last week- the 25th birthday of 'Old Scarlett'- the company's veteran Bristol FLF6G double-deckbus. The vehicle, which was delivered in 1966, spent most of its working life in Cambridge before being transferred to its current home.

● **EUROPEAN commissioner for transport, Karel Van Miert, met staff at Tyneside based Busways last week during a visit to Newcastle. He was told how Busways bought the company in 1989 and lobbied for financial support for some routes.**

● CENTRAL Fife MP, Henry McLeish, has warned that up to 100 jobs could go if the Fife Scottish management lose its bid to buy the company. Labour's shadow employment and training spokesman expressed his fears following a meeting with councillors and union leaders. The MEBO is contesting a decision to sell the company to Stagecoach(*Coachmart*, June 27).

NATIONAL EXPRESS

Drawlane leads National Express buyout team

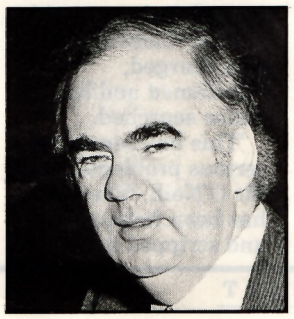


Alan Mills: Drawlane's chief executive

FOLLOWING months of speculation, National Express has been sold to an investment syndicate formed by the mighty Drawlane.

In a £10.25 million deal, which barely covers the original privatisation price, Drawlane and its investors will buy the company outright. National Express last year recorded an operating loss of £2.3 million... and the new owners are set to sell off National Express's bus companies.

A source at Drawlane said: 'It's this company's feeling that National Express's interest has not been as focussed on its core business as it might have been. Its best years were when it concentrated on express coaching. The operating companies are not as compatible as they might appear.' Under the deal both Amberline and Crosville Wales, coach and bus operating subsidiaries respectively, will be put under the control of an off-the-shelf company - Catchdeluxe Ltd - for later disposal. Neoplan importer and coach dealership Carlton PSV remains with the main buyout vehicle - the National Express Group Ltd. National Express chairman Clive Myers said the time was right to sell: 'We have had three years developing our business and are all now looking forward to making further progress in the new group.' Drawlane's chief executive, Adam Mills, confirmed that an approach had been made to National Express some months ago. 'While this transaction does not result in a merger between Drawlane and National Express, it does create a potent force in the bus and coach industry,' he commented. Drawlane's part of the buyout syndicate includes equity and directors for the newly-formed National Express Group Ltd. Among other investors are syndicate leaders ECI, Hendersons Ventures, County NatWest, Eagle Star and Bank of Boston. Between them they will buy out 100 percent equity in National Express, currently owned by the nine original members of the management buyout group, staff (8 percent) and the Bank of Boston (18 percent). The deal, which will give the banks 75 percent and Drawlane 25 percent of the new company, now has to be passed by an extraordinary general meeting of National Express shareholders. It is due to be completed on July 29.



Clive Myers: 'Time right to sell'.

NATIONAL EXPRESS

MBO won fight for NBC company

National Express: Attracted 36 enquiries when it was sold in 1988.

NATIONAL Express was one of the last National Bus Company units to be sold off, fetching £10.1 million from a management buyout in March 1988.

At the time, the sale attracted 38 enquiries and six bidders. The eventual MBO directors team of Clive Myers, Jim Cressey, Bernard Davies, David Rendall, Mike Grant and Tim Mocroft placed all National Express companies under the National Express Holdings Ltd umbrella. Chris Brown, John Rimmington and Bob Shaddick were not on the board. Mike Grant has since left.

The company is split into eleven operating subsidiaries. National Express co-ordinates express work from its three operating centres at Digbeth, Manchester and Leeds; Roadmaster Travel, which runs NE's few vehicles; Eurolines, which co-ordinates European express services; National Express Holidays, Crusader Group Travel and Traveller's World, which run tours; coach and bus operations Crossville Wales, Tayside Travel Services and Amberline; and dealership Carlton PSV.

NATIONAL EXPRESS

Carlton PSV in the dark over takeover

Management at National Express Holdings' Neoplan importer and dealership, Carlton PSV, are in the dark about the Drawlane-led takeover.

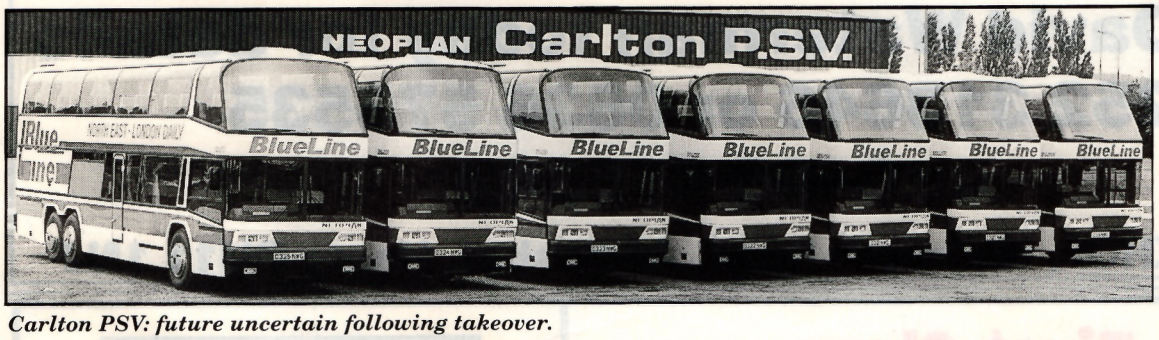
'We know no more than you at the moment,' said managing director, Roger Dixon on Tuesday. 'We're waiting for further information to be given us this week.'

Carlton directors were told about the takeover in an emergency meeting in National Express' Birmingham HQ on Saturday (June 29) - just two days before it was reported in the Financial Times.

Although Carlton PSV was included in the sale to the Drawlane-led investment consortium and is currently part of the new group, Drawlane chairman Ray McEnhill has already revealed his intention to concentrate on National Express's core business - express coaching. This is generally expected to mean that both Crosville Wales, its ex-NBC bus operating company, and Amberline, its coach operating subsidiary, will be sold on. The crucial question is whether Carlton is seen by the new owners as core business.

Carlton, which Mr Dixon said made a profit on its £5million turnover in 1990, employs 50 people at its Rotherham site. Last year, the company sold around 80 new and used vehicles.

National Express bought Carlton as part of its multi-million pound takeover of the ATL group of companies in July 1989 - the biggest deal in an extraordinary buying spree that included Crosville Wales, Wallace Arnold's Euroways and Stagecoach's express coach operations.



Carlton PSV: future uncertain following takeover.

NATIONAL EXPRESS

Profits plunge to £2.3 million

NATIONAL Express last year lost around £2.3 million having recorded a £4 million operating profit in 1989.

Turnover from 1989 to '90 rose from £106 million to almost £123 million but so did interest charges, more than doubling to £2.2 million. The eventual pre-tax profit of £3.5 million in 1989 turned into a £4.2 million loss in the following year.

New National Express chairman, Ray McEnhill, has confirmed the Drawlane syndicate's intention to sell off two bus companies, Crosville Wales and Amberline, to address the deficit this year.

The sales' benefactors include the former chairman, Clive Myers, who had a salary of £108,696 in 1990.

NATIONAL EXPRESS

Crosville boss won't buy troubled firm

THE MANAGING director of Crosville Wales - whose company is destined to be sold by Drawlane - said it was 'business as usual' for the Wrexham-based firm.

Troubled in recent months by a prolonged strike which saw almost the entire workforce dismissed, with a decimated fleet of minibuses, and facing stiff competition from competitors, John Rimmington said he already had plenty on his mind.

'A change of ownership won't change a great deal here,' the National Express shareholder told *Coachmart*. 'But I can tell you I have no intention of buying Crosville Wales.'

● Local operator Wrights has been running free buses which Mr Rimmington estimates have cost Mr Wright at least £20,000... but is this week charging his first fares: 'We'll match his fares, and that's when we see which service gets the public's vote,' said Mr Rimmington.

BRIEFS

● FOR the third year running, the travel agency of Hull based East Yorkshire Motor Services has come third in a national competition to sell National Express 'Breakaway' holidays. The six staff at Travelworld Yorkshire's office in Hull coach station were beaten only by Swansea and Middlesbrough's National Express agencies.

● MIDLAND Fox has given away £10,000 worth of free season tickets to Leicestershire travellers in a bid to persuade people to leave their cars at home and get on the bus.

● LANCASTER City Transport is improving its City Flyer/Coastlink coach service between Morecambe Bay and East Lancashire. As well as the existing summer Saturday service, it has added day return facilities on Thursdays and Sundays.

● LEYLAND DAF is to sponsor the annual ball at the Institute of Road Transport Engineers Scottish National Lecture & Display event on Friday, September 27 and Saturday, September 28 this year. The two-day affair is being held at the Edinburgh Exhibition and Trade Centre in Ingliston.

● GM Buses has expanded its range of day saver tickets to include a special ticket which will allow unlimited daily travel for concessionary customers for 55p.

● TWO major groups within Surrey County Council, the engineer's department and the transportation planning unit, have been merged to form a new highways and transportation department under director, Dr John Bergg. One of its main duties will be to promote an efficient bus service.

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■PEOPLE

PSV award with 'honours'

ONE of the first to pass the new 'badgeless' PCV driving tests is Adam Hoque of Crantock Coaches. But the 23-year-old son of Crantock partner, Ata Hoque, delayed fulfilment of his lifetime ambition to complete an honours degree in history at Oxford University.

Adam's Wadham College studies of the Dardanelles campaign or the near east in the age of Justinian and Mohammed had to take first place. However, there was no stopping him when it came to driving the company's Bova Europa. He had always wanted to have a PSV badge and having leapt at the earliest opportunity found he was too late - the new PCV category D came in on April 1, 1991 and it denies drivers the right to wear the coverted badge.

Ata Hoque is uncertain whether Adam will build on his academic success or take up coaching as a career. He is off to Pakistan, India and Bangladesh before settling-down.

Meanwhile back at Willenhall in the West Midlands, Ata Hoque and his partner Jeff Beswick continue to work miracles with the eight vehicle coach company which was on the verge of bankruptcy when bought six years ago.

Mr Hoque, a former Decca accountant, told *Coachmart*: 'Since then, largely as a result of tight cost control, together with the pursuit of new business opportunities, we have turned it into a thriving concern.'

Crantock's business is a mixture of school contracts, private hire and weekend/day trips to the continent.

Mr Hoque's wife, Jackie, holds the CPC. She also has an honours degree in economics and was formerly Leverhulme Research Fellow at the London Business School.

Adam Hoque: one of the first to pass 'badgeless' test.

■COACH

French giants prepare for UK invasion

TRANSPORT Verney looks set to become the first continental operator to buy an operational foothold in Britain. The giant French passenger transport company is currently negotiating to buy a London based coach operator.

Privately owned Verney, which runs 2,000 vehicles and turns over £100million, refuses to give out further details. But commercial director Jean Pierre Friederich said Verney would ideally like to buy an English based company running 50 to 60 vehicles.

Mr Friederich, who previously ran Renault's bus and coach division, is convinced that deregulation will hit continental Europe soon after trade barriers are pulled down in 1993. And he wants Verney to take full advantage of it.

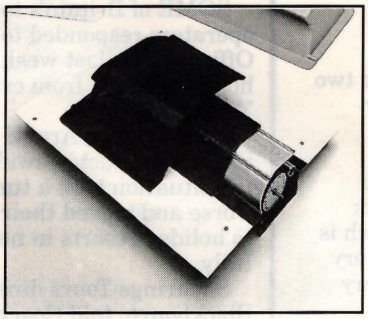
An English base would allow Verney to carry English tourists - on tours to Europe - for the first time. In peak season, according to Mr Friederich, 60 percent of coaches passing through Lyon on the way south are English registered.

Heavy coach traffic and the prospect of deregulating laws are also drawing Verney's attention to Germany. 'If we have the opportunity to buy in Germany, not too far from the border, we would probably do it,' Mr Friederich told *Coachmart*.

He expects a deal to be struck with the London operator in the next 'six to 12 months, depending on the negotiations.'

■ENGINEERING

AVP comes to the rescue of passengers



AVP, manufacturer of Purmo coach central heating systems, has come to the rescue of long-suffering coach passengers with a revolutionary extractor designed to eliminate draughts and improve interior air-flow (pictured above).

The new unit offers silent operation and effective extraction from any point on the vehicle roof. Managing director, John Ormerod, explained that it was developed at AVP's Oldham factory following reports of draughts in the first coaches fitted with Purmo perimeter heating four years ago.

After tracing the cause of the unwanted ventilation to extractor units which allow increasing volumes of air into the coach as speeds increase, AVP engineers came up with the A200.

The company claims that only one of its new ventilators is required on coaches of up to 20 seats. For larger vehicles a pair is recommended.

Non-powered versions are considered adequate for most coach operation, but a brushless electronic DC motor with a five year guarantee is recommended for ventilation when static or moving at road speeds up to 20 mph.

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■COACH SALES

Safety comes top of buyers poll

Andrew Timms left (Kassbohrer (UK) sales manager, presents competition winner Chris Noble of A & W Elsey Ltd, Spalding with his prize

SAFETY was top of the shopping list for new coach buyers according to the surprise result of a Kassbohrer UK survey.

***Coachmart* readers were asked to rank 10 qualities of a new coach in order of preference. Over half voted for safety ahead of economy and residual values.**

Kassbohrer invited the responses in its competition to win a £350 framed original of the John Ruskin's verse - 'It's unwise to pay too much.' The winner was, Chris Noble, director of Elsey's Coaches of South Lincolnshire.

The winning entry not only matched the most popular combination of virtues, but correctly identified the three countries where Kassbohrer build coaches - Spain, France and Germany.

Chris confessed that his entry depended as much on luck as good judgement. He told Coachmart: 'As long as I have time I don't like to miss the prospect of winning a competition.' His last success was in a DAF draw for a match ball signed by the Everton football team.

Kassbohrer UK managing director, Jim Shuttleworth, said it was fitting that the winner should be a non-Setra user. Elseys operates 21 vehicles from Gosberton near Spalding. It favours DAF power for its eight front-line coaches and Chris's father, managing director Ray Noble, claims he is yet to be convinced of the virtues of integral coaches. Although he admits to good service from second-hand Leyland Nationals.

KASSBOHRER MARKET SURVEY - RESULTS:

Maximum safety	57 percent
Economic to run	14 percent
High residual value	13 percent
Anatomically shaped seating	6 percent
Heating and ventilation system	5 percent
Other aspects	5 percent

■INDUSTRIAL

Operators face another week of delays

CONTINENTAL coach operators face another week of delays as the strike involving French Sealink Stena crew members enters its second month.

There have been no sailings from Dieppe to Newhaven for the last three weeks and services between Dover and Calais have halved as workers at the French run arm of Sealink continue industrial action over new working practices.

Already, there have been two lightning blockades of Calais when no ships were allowed in or out of the port. However, a third- planned for last weekend- was averted. Sealink normally operates four ships on the busy Dover-Calais route, but the industrial action has seen the two French vessels dry-docked.

Sealink public relations manager, Chris Laming, said: 'The dispute – which is turning out to be very complicated – is very frustrating for us because it is beyond our control. It is unfortunate that it has happened during the summer peak and that coach operators have been severely inconvenienced.

'There are delays- especially at weekends, but despite that people are getting away with surprisingly little fuss,' said Mr Laming. Newhaven sailings have been transferred to the Folkestone-Boulogne crossing with help from other operators.

■SHUTTLE

Passengers rescued from Yugoslavia

SOME of Britain's top coach operators responded to Foreign Office advice last week to rescue holidaymakers from crisis-torn Yugoslavia.

Both Wallace Arnold and Shearings reacted swiftly when the situation took a turn for the worse and moved their customers to holiday resorts in neighbouring Italy.

Shearings Tours director, Les Blackbourn, told Coachmart that his company moved its three coach loads of holidaymakers – 140 people- despite the tourists being well away from the trouble spots. He said:'Most of our customers wanted to know what all the fuss was about,' he said.

The company has cancelled all July departures to Yugoslavia and is offering those who have booked holidays a refund or an alternative holiday. Those due to go out next month or in September are being advised to hang on and see how the situation develops.

Wallace Arnold chartered a hydrofoil to airlift 42 customers to Italy and overseas director Paul McTiernan confirmed that the company had cancelled all trips out to Yugoslavia for the rest of the summer season.

■TOURISM

New CTC initiative

THE Coach Tourism Council has launched a new initiative aimed at promoting coach travel and tourism in the 1990's and plans to substantially improve the image and profile of the industry.

'Coach travel is viewed by many as the poor partner in the travel industry and the CTC plans to change that,' said its chairman, Gerry Topiol. He added that the CTC intends to inform the trade and educate the public that coach travel and tourism offers a quality of service and standard that is comparable to any other forms of transport.

'We must present ourselves as a professional body offering real benefits. Educating the public is a long hard road, but that journey will be made easier through collective strength.'

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NISSAN URVAN, 12-seater minibus, seats covered in moquette, plywood floor covered in lino, full soft trim to saloon, interior lights, COF **£10,750**

NEW MERCEDES 609D, up to 26-seater, high back Capri seats, tinted windows in metal frames, full soft carpet trim, luggage racks, quad vent, stereo/cassette, 4 speakers, interior lights, body skirts, COF **£28,900**

NEW IVECO 4510, high tube 18-seater, high back seats, tinted windows, luggage racks, quad vent, stereo/cassette, 4 speakers, body skirts, COF **£24,950**

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LEYLAND DAF 200, petrol, factory built, 12 seater.....**£8,995**

1989 (G) TOYOTA CAETANO OPTIMO, 21 moquette seats, radio/cassette, table, power door, many extras, annual August '91.

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1989 (F) MAZDA 2200, diesel, 14 seats, red with grey interior.

1982 (X) MERCEDES 207D, diesel, 12 high back moquette seats, top sliding windows, annual Nov '91.

1986 (D) FREIGHT ROVER SHERPA, 16 + 5 standees, moquette bus seats, power door, diesel, annual 1 year.

1987 (E) FREIGHT ROVER SHERPA, Diesel, 16 moquette seats, radio/cassette, annual 1 year.

1988 (E) TALBOT EXPRESS 1500, petrol, 14 high back moquette seats, white exterior, blue interior, annual 1 year.

1973 (V) IVECO, petrol, 17 moquette seats, white exterior, MoT 1 year.

1986 (D) FORD TRANSIT, Sweet Sixteen, 2.5 diesel, 16 hi-back moquette seats, swivel door, annual August '91.

1990 (G) MERCEDES 408D, 15 seats, radio, 11,500 miles, curtains.

1986 (D) IVECO CAETANO VIANNA, 19 seater, diesel.

1988 (F) CITROEN C25, petrol, 12 seater, non PSV.

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DAF and Jonckheere deliver £5.2 million Ghana order

AFTER successfully adapting to African conditions, Jonckheere and DAF were in pole position to win a £5.2 million order from the Ghanaian State Transport Corporation (STC).

DAF was chosen after comparative tests involving a prototype which has successfully covered 100,000 km in the past 10 months. The result was an order for 50 DAF SB 2300 DHTD luxury coaches with Jonckheere P35 bodies.

Modifications include: double shock absorbers at front and rear, extra large fuel tanks to give an operating range of over 1,600 km, and shorter front and rear overhangs to guarantee sufficient ground clearance on all kinds of road.

The coaches will be used on routes throughout Ghana and for services to the Ivory Coast, Burkina Faso and Mali. Sliding windows have been specified and the vehicles are equipped with short-wave radios. A number of them have air conditioning.

STC comes under the Ghanaian Ministry of Transport and is one of the country's two leading public transport operators.

The order, which is financed under a Dutch/Belgian state scheme, includes delivery of service parts and DAF technical training and assistance. Delivery to local importer, Mechanical Lloyd, is through DAF International - the world-wide marketing and sales division of United Bus member, DAF NV.

Five more Paramount's for Ulsterbus

AFTER operating five Plaxton Paramount 3500 bodied DAF MB 230s last year,Ulsterbus coaching arm, Ulster Tours of Belfast, ordered five more.

Taking the Ulster Tours fleet of DAF MBs into double figures are two executive 49 seaters and three to three star specification with 53 reclining seats.

The exec's are fitted with video system and rear sunken toilet while all five are finished in two-tone blue livery on a white base for use on Ulster Tours' own UK holiday programme.

Plaxton Coach & Bus supplied the coaches direct.

MAN first choice for Supreme

SUPREME TRAVEL of Southend-on-Sea is reporting an increase in business over last year and, to assist with this growth, Jonckheere UK has supplied two new Jonckheere P599 Deauvilles on MAN 16.290 chassis.

MAN was first choice again for Supreme, having had satisfactory service from earlier deliveries.

The Deauvilles, fitted with 51 reclining seats, centre sunken toilet/washroom, full-draw curtains and carpets, will operate on Supreme's own holiday programme.

Supreme offeres a number of short breaks and extended tours throughout the UK and mainland Europe.

Ian Bridge, director of Supreme, with Arthur Humphries (left) of Jonckheere UK,.

Sunshine isle for Elmes

BOUND for the sunshine and narrow roads of Jersey are two new Elme 43-seat coaches to Orion Islander specification for Holiday Tours.

They are based on Leyland Swift 4.4 metre wheelbase chassis with 7ft 6in wide bodies which incorporate sliding top windows and KL saloon ventilators.

Other features include: courier seat, parcel shelves, tinted side windows, Blaupunkt PA/radio/cassette, and large rear boot.

Supplied by Lancashire based Avondale International in St Annes, the coaches are finished in Holiday Tours new red, white and blue livery.

You've been buying...You've been buying...You've been buying...You've been buying...

Burnt out coach restored by Plaxton

MARTINDALES' latest delivery of a Plaxton Paramount 3200, on a Scania K92 reconditioned chassis, saw the Durham based operator replacing the earlier Van Hool Alizee H bodywork with a British product.

The coach was burnt-out two year ago when returning north to Ferryhill in Durham on a football job. Martindales was fortunate in two respects - the chassis, which had only covered 10,000 miles, was undamaged, and Van Hool had bodied it as a complete chassis rather than cut it into front and rear modules.

Consequently the old body could be removed and the chassis transported to Scarborough where Plaxton removed the centre section and fitted the low-floor 3200 body without loss of luggage space compared with the Alizee H.

The 49 Remax seater vehicle features a different livery from Martindales usual red and cream colours. Two separate bands of blue echo two existing hand painted Plaxton 4000/Scania K113 double deckers already in use on the company's Sun Travel operation. These depict holiday scenes including windsurfers, beach sunbathers and scenic views.

'The livery was inspired by the double deckers,' said John Martindale, managing director, 'and uses similar shades of blue'.

Although supplied to one star specification, Martindales has upgraded the coach to executive standard by fitting TV/video, fridge and centre sunken toilet.

It is used on continental tour work and has already completed a trip to Bulgaria.

Midibuses replace SMT double deckers

A FLEET of 24 Reeve Burgess Beavers is now serving Edinburgh. The new midibuses running for SMT Omnibuses, have replaced double-deckers on city services.

SMT Omnibuses is the former Scottish Bus Group subsidiary, Eastern Scottish, which was privatised last year in a management-led employee buyout.

Said operations director, Mike Mitchell: 'Having taken over ownership of the company we want to demonstrate that we are committed to investing in a high quality of service to our customers.

'We identified services in Edinburgh where the double-deck buses being used were nearing the end of their economic lives and decided to replace them with high-quality small buses - Renault S75s with Reeve Burgess bodies incorporating wide entrance doors and Diptac features which are designed to make our buses easy to use for the elderly and disabled.'

SMT now runs 30 Beavers in Edinburgh and Bathgate - all delivered this year and representing an investment in excess of £1.25 million.

Mercedes convert for A & A Mason

A NEW coach for A & A Mason of Bo'Ness near Grangemouth on the Firth of Forth is a Mercedes 609D converted by Crystals.

Crystals has its factory and main showroom at the appropriately named Crystals Industrial Park in Doncaster, South Yorkshire, and a southern showroom in Dartford, Kent.

The A & A Mason coach was supplied through local Mercedes agents, Western Commercials of Newbridge, Midlothian.

SCANIA

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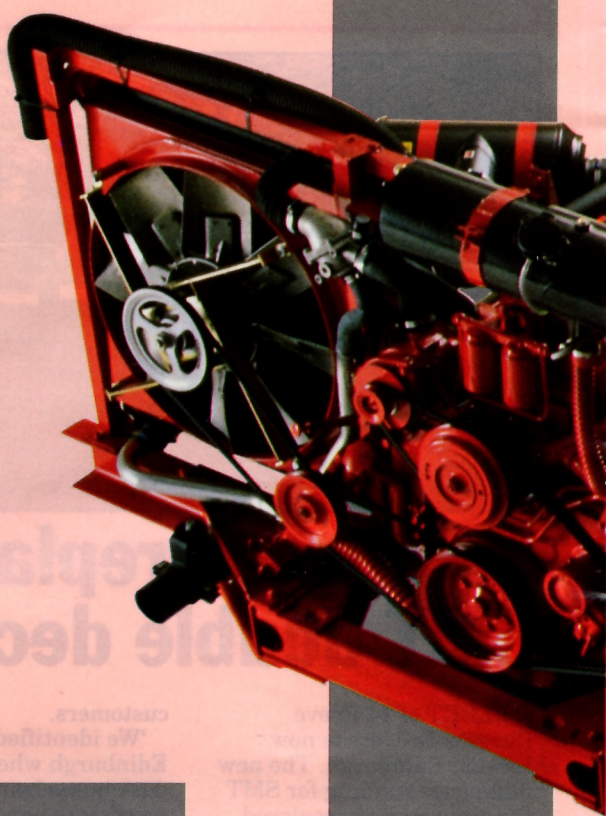

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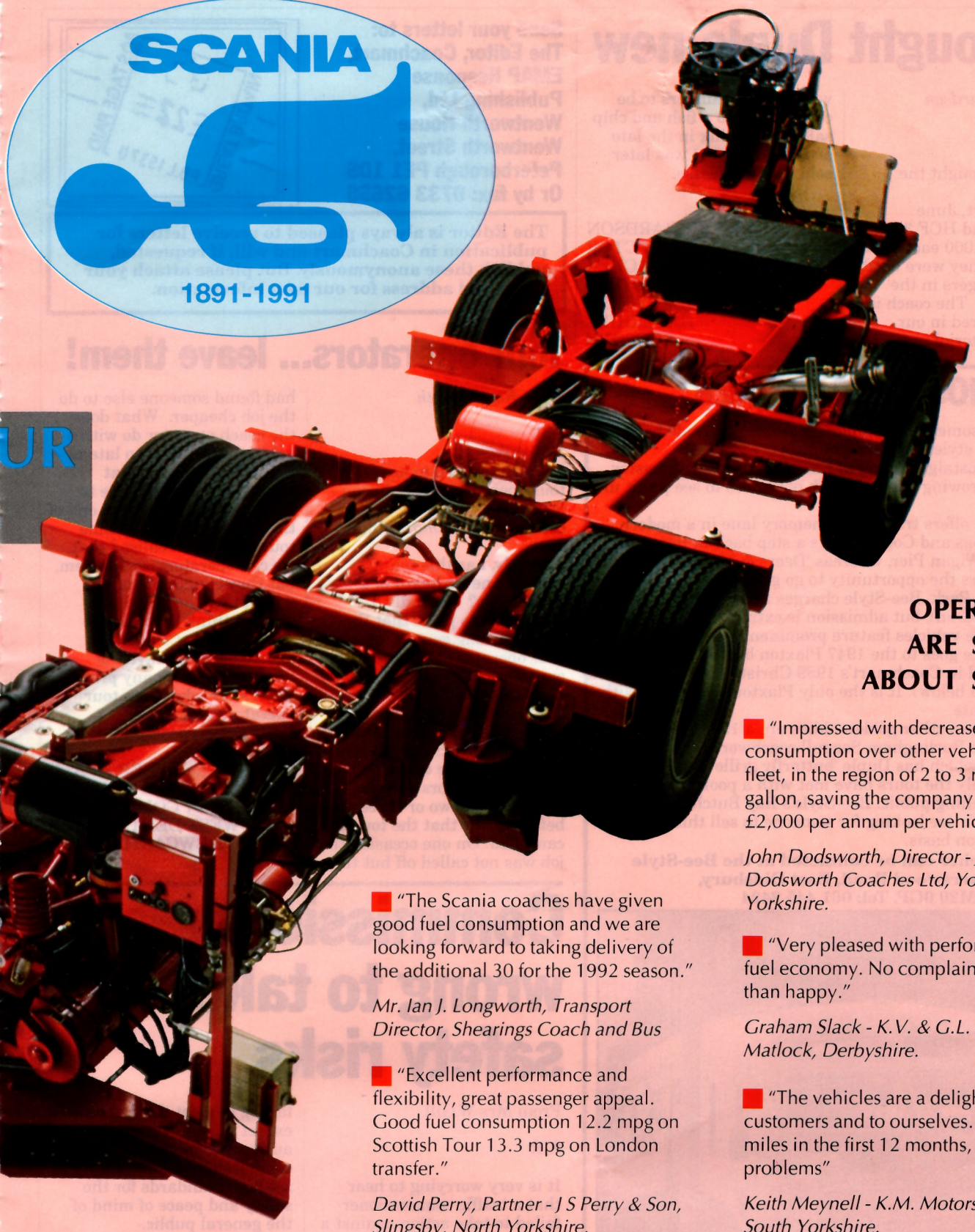

WHAT OPERATORS ARE SAYING ABOUT SCANIA

"The Scania coaches have given good fuel consumption and we are looking forward to taking delivery of the additional 30 for the 1992 season."

Mr. Ian J. Longworth, Transport Director, Shearings Coach and Bus

"Excellent performance and flexibility, great passenger appeal. Good fuel consumption 12.2 mpg on Scottish Tour 13.3 mpg on London transfer."

David Perry, Partner - J S Perry & Son, Slingsby, North Yorkshire.

"Impressed with decrease in fuel consumption over other vehicles in the fleet, in the region of 2 to 3 miles per gallon, saving the company £1,000 to £2,000 per annum per vehicle."

John Dodsworth, Director - John Dodsworth Coaches Ltd, York, North Yorkshire.

"Very pleased with performance and fuel economy. No complaints, more than happy."

Graham Slack - K.V. & G.L. Slack Ltd, Matlock, Derbyshire.

"The vehicles are a delight to our customers and to ourselves. 80,000 miles in the first 12 months, no problems"

Keith Meynell - K.M. Motors, Barnsley, South Yorkshire.

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We bought Duple new

From B R Richardson

SIR

Our company bought the Bedford Duple Vega(Coachmart, June 13),HCF 322 and HCF 323, for just over £5,000 each new in 1955/6 and they were used to carry passengers in the Haverhill area. The coach in question appeared in our advertising material until it was sold to Saunders to be converted into a fish and chip saloon, we think in the late sixties. HCF 322 was later sold for private use.

B R RICHARDSON
DIRECTOR
BURTON COACHES
(HAVERHILL)
DUDDERY HILL
HAVERHILL
SUFFOLK

NOSTALGA CORNER

AND now for something completely different! A ride back in time in 1950's style charabanc tours.

Bee-Style Nostalgic Travel of East Didsbury, Manchester, is one of the growing band of coach operators to see profit in nostalgia.

Its brochure offers trips down memory lane in a modern context. A 'Clogs and Cogs Tour' is a step back in time into the 1900's at Wigan Pier, whereas 'Deers & Meres Tour' gives customers the opportunity to go green at the National Trust's Tatton Park. Bee-Style charges £8 for adults (£6 for OAPs and children), but admission is extra.

Of course the vehicles feature prominently.

Pride of place goes to the 1947 Plaxton bodied Bedford OB which featured in Coachmart's 1989 Christmas issue,(pictured below). It is the only Plaxton bodied OB with a PSV certificate.

Bee-Style's two other golden-oldies are a 1950 AEC Regal IV with classic Burlingham Seagull coachwork, and a 1958 Bedford SBG which has Duple 'butterfly grille' Vega body.

Unfortunately the tours have met with a poor response from the travelling public. Bee-Style's Ray Butcher told *Coachmart*: 'We are looking for someone to sell this service on a commission basis.'

● Ray Butcher can be contacted at the Bee-Style office, 415 Parrswood Road, East Didsbury, Manchester M20 0GP. Tel: 061 445 2424

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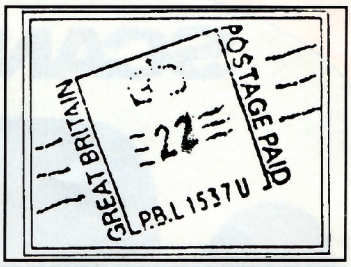

The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Tour operators... leave them!

From Roger Heath

SIR

I was interested to hear of a tour operator who had been let down by a coach company(*Coachmart*, June 20).

Firstly, has this tour operator never heard of a breakdown? Secondly, I would like to point that the time has long gone when a tour operator asked the coach operator how much he wanted to do the job. It is now a matter of take it...or leave it and I would certainly leave it.

On more than one occasion this year I have taken on jobs for tour operators only to receive a fax two or three days before to say that the tour is cancelled. On one occasion the job was not called off but they had found someone else to do the job cheaper. What does the coach operator do with a vehicle then? It's too late to find other work for that period, but we still have to find the large HP at the end of the month. It's about time tour operators realised that we can operate without them, but they cannot operate without us.

I also think that anyone who writes to *Coachmart* should agree to have the name of the company printed.

Let's see who these tour operators are.

ROGER HEATH
R & L TRAVEL
57 COMBE DRIVE
WEST DENTON PARK
NEWCASTLE UPON
TYNE

Commissioner wrong to take safety risks

From Mrs W.Gill

SIR

It is very worrying to hear that a traffic commissioner failed to take action against a bus company's licence after claiming there was clear evidence of vehicles running without tax and 'O' licence discs (a criminal offence) and that he still had reservations about vehicle maintenance (*Coachmart*, June 21).

Where public safety is concerned only the highest standards of operation are good enough- any company failing to meet them should expect no mercy from the authorities or courts. Traffic commissioners have a duty to set high standards for the safety and peace of mind of the general public.

The PSV industry should be proud of statistics showing no passenger deaths in accidents during 1989, but traffic commissioners taking risks could soon blacken a good record.

MRS W GILL
64 PINFOLD LANE
HOYLANDSWAINE
SHEFFIELD

Tarnishing the industry's image

From a concerned owner/driver

SIR

Returning from an eight day tour in North Wales, on Saturday, June 22, shortly after 11.00 am, I was held up by a tailback around the M56/M53 intersection just outside Chester.

Traffic was moving slowly- at around walking pace- when I suddenly realised that the coach ahead of me, in the outside lane of the motorway was disgorging its passengers - a group of males in the late teens/early twenties age range.

Sprinting across the centre and inside lanes of the motorway they proceeded to line up against the perimeter fence to pass water before returning to their coach, which had continued easing forward with the traffic flow, dodging moving vehicles in the two inner lanes of the motorway to do so.

The name and address on the rear of the coach concerned suggested that the group were probably no more than 20 miles from their departure point, but overtaking the T registered coach concerned beyond the roadworks it was obvious that the lads were well lubricated and still going for more.

I appreciate the difficulty a driver has in controlling perhaps 40/50 passengers of this ilk, but a more flagrant breach of motorway regulations is hard to imagine.

What concerns me more, though, is the image of the coach industry which was projected by this incident. How many of the couples or families travelling in the dozens of cars which must have witnessed the incident were prospective coach passengers lost to the industry as a result.

Once clear of the roadworks, the coach soon proved that a T registered motor could skip along quite nicely - unfortunately though with an emission of black smoke somewhat more than our friendly MoT Inspector would accept.

Take a look at your diary. Could the vehicle have been from your stable? Or could a vehicle from your fleet have been involved in another incident generating similar bad publicity for yourself and the industry in general?

Quality does not necessarily mean brand new coaches. I operate quality tours with a vehicle little newer than that involved in this incident. Quality is in your turnout, your attitude to the job and attention to detail whether as an operator or driver.

This was an example where our industry was let down very badly by one unfortunate incident.

NAME AND ADDRESS SUPPLIED

Make hay while it rains!

From Carole Day

SIR

As I sit at my desk still dripping from the journey across the yard this morning, I'm thoughtful of how we operators can actually use the wet summer as a marketing tool.

By promoting as an industry the 'off-peak' season as not only the less busy time to visit attractions and resorts - which is attractive to many older people - we can also capitalise on this awful summer.

The seasons are turning and for some of us, for the better, if not the wetter! The very busy summer months when our schools and language students queue up for coaches - irrespective of the weather - should be used as a deterrent to our over 60's groups, who, after all, have all the time in the world, and could quite easily take that seaside trip in early May instead of July!

And now, with the added help of a completely unpredictable summer, we are being presented with a wonderful marketing opportunity. But grab it quick - circulate special incentive offers for late summer/autumn 91, and Spring next year now, whilst these dreary days prevail and are still paramount in their minds. Move the demand around a couple of months and reap the benefits that this elastic persuasion can bring.

And look on the bright side - it's also a bonus for the employers, as at least our office sales staff are not longingly gazing through windows at wonderful sunshine, dreaming of the Centre Court at Wimbledon, or sandy beaches. No such balmy distractions - they are merely getting on with the job, which is what we should all do!

CAROLE DAY
C & G COACHES
HONEYSOME LODGE
HONEYSOME ROAD
CHATTERIS
CAMBS.

BCC policy to answer all questions

From David Watson

SIR

I read Tony Perkins of Chiltern Trains' letter (*Coachmart,* June 27) with interest. I am sorry that he feels that BCC is obstructive when he seeks information about the industry. It is BCC's policy to answer all questions we can, or if we cannot, to suggest alternative sources of information.

If Mr Perkins had spoken to me or my staff we would have explained that we do not distribute our membership list outside our members for a number of good reasons. Firstly it is our experience that our members resent the list being used for mailshots; they pay to belong to BCC and not a mailing list.

Secondly, non operators who want access to our members can join BCC as associate and affiliate members thereby sharing the cost of running a trade association as well as enjoying the benefits.

But there are other sources of reference and we always point inquirers in their direction if we cannot assist – The Little Red Book, Who's Who for example. Both these publications give far more information than BCC's membership list does. If Mr Perkins needs detailed commercial information, we can put him in touch with the appropriate source and publisher.

Finally, if Mr Perkins had asked me specifically we would have been happy to provide the names of operators in specific areas. All he has to do is call me or my staff, we really don't bite.

With best wishes from Lincoln's Inn Liubianka.

DAVID WATSON
DIRECTOR PUBLIC AFFAIRS & MARKETING
BUS & COACH COUNCIL
SARDINIA HOUSE
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COACHMART'S intrepid researcher puts the spotlight on the north east and contacted coach operators around Newcastle upon Tyne. They were asked for help in arranging a trip for a party of 40 retired professional people wanting to spend two days in Edinburgh towards the end of July. They were encouraged to suggest itineraries and most operators picked up on the need for overnight accommodation.

This scenario could have provided an ideal opportunity for coach operators to seize the initiative and put together a package, possibly including overnight accommodation and refreshment stops, all of which could prove profitable. However, operators seem reluctant to, or do not feel the need for, some legitimate sales pressure.

This is how they fared .....

OPERATORS WERE JUDGED ON:

Staff attitude
- telephone manner, how helpful, friendly, efficient, etc.

Product knowledge
- how well they knew their venues and offered suggestions.

Professionalism
- did they take the initiative?
- ask for information in a structured way?
- offer comments or advice on proposed trip?

Sales technique
- whether name, address and phone number was requested for follow-up or written quotation offered?

KEY

- whether any attempt was made to 'close the deal?'

Excellent

Very Good

Good

Fair

Poor

BELL'S COACHES, Stamfordham

QUESTIONS were asked about timing of the trip and pick up point and whether the group wanted to 'travel around a bit while they were there'. Name and telephone number were also taken.

Subsequent quotation was approximately £500 for coach,inclusive of day trip, and an offer made to work out a firm price once an exact destination for the tour was decided. However this operator regretted that hotel accommodation could not be arranged.

It was suggested that the group visit one of the stately homes or castles in the area or have a tour around Galashiels or Melrose and take in the Woollen Mill at Jedburgh. It was also felt that the party would have plenty of time for a good look around Edinburgh on the day they arrived. An itinerary was offered if required.

As regards refreshments, our caller was told that as most of their drivers knew the area fairly well, they would be able to find somewhere for lunch and tea, although advance booking would be wise.

Coaches were fairly new, smart looking and very comfortable, but without toilets.

A helpful manner and an enthusiastic approach to the enquiry and although mention was made about getting back to them, our caller was let off the hook.

Staff attitude

Product knowledge

Professionalism

Sales technique

NORTHUMBRIA COACHES, Gallowgate

PLEASANT telephone manner and our researcher was asked whether this enquiry was for coach hire or to include hotel accommodation. An immediate offer was made to book an hotel, and this operator pointed out that his company normally ran weekend breaks to Edinburgh, although making no attempt to sell them.

After consultation, the cost of coach for the two days was quoted as approximately £395, an executive coach being slightly more, and an offer made to book the party in at a three star hotel in Princes Street.

This operator did take some initiative and suggested the coach for a sightseeing trip, perhaps to the Edinburgh Crystal works and a stop for lunch.

However, although there was a friendly manner, no details were taken from our caller and product knowledge was limited.

Staff attitude

Product knowledge

Professionalism

Sales technique

OPERATORS NEED TO EXERT SALES PRESSURE

GEORGE PATTERSON, Beadnell

OUR researcher was questioned about the type of people travelling, timings and pick up point.

On subsequent contact, this operator offered various suggestions for a scenic route to take the group past several castles, may be stopping for lunch at a 'lovely' pub they often used, visiting Bamburgh Castle or taking a boat trip to the Farne Islands, arriving in Edinburgh early evening. Our caller was also informed that the party could return on the second day via Lady Waterford Hall which was holding a major exhibition of paintings and she offered to send a booklet on this and other places of interest. Arrangements for coffees and teas could be made at specified destinations.

Overnight accommodation was not usually booked by them, but she was willing to try and organise this if necessary.

Prices for the trip would depend on whether a boat trip and lunch were included, but our caller was advised that coach travel could be based on approximately 75p per mile.

Coaches were described as 'very nice' but without toilets or videos.

This operator was interested and helpful and prepared to take the trouble to work out an itinerary. Our caller's details were taken and information sent promptly.

Staff attitude

Product knowledge

Professionalism

Sales technique

SHEARINGS, Chester-le-Street

THIS operator's first reaction was uncertainty as to whether they could accommodate the group as coaches were only available after the start of the school holidays at the end of July (the date requested by our caller in any case!), and certainly not over a weekend.

Timing and pick-up point were taken and it was asked whether coach driver's accommodation was to be included in the party's own hotel booking or added to their price. She suggested the former, as hotels sometimes gave concessionary rates for drivers booked in with parties. Coach hire price was quoted as £290.

With further prompting she offered to organise lunch at a 'very good' pub on the way up and then maybe book somewhere different on the return journey. She suggested perhaps a tour round Edinburgh, possibly with a guide, although trips were normally left up to the client.

Coaches offered were 53 seater luxury models, with reclining seats, double glazing and air conditioning- the oldest being 'D' registration. She pointed out that as the largest coach operator in the country, there was always sufficient back up in case of any difficulties. Our researcher's name was taken and, although she put in a good plug for her company, information was not volunteered and initial reluctance was off-putting.

Staff attitude

Product knowledge

Professionalism

Sales technique

GARDINER BROTHERS, Spennymoor

ONCE the request was made, this operator immediately enquiried whether an hotel was already booked and offered some interesting advice regarding the cost of mid-week hotels in Edinburgh, rates of which were more expensive than those at weekends! He offered their own three day half board holiday, staying in a four star hotel, at a cost of £69.00 per person, a cost of only £15-£20 more than for a two day stay.

However, he was very willing to arrange a two day visit and suggested some interesting attractions, including a Sunday market in Edinburgh and a visit to Jedburgh Woollen Mills, a tour there lasting approximately an hour and a half. On the way, he thought the group might like to visit a whisky distillers or the Edinburgh Crystal factory which had facilities for buffet lunches. He also offered to arrange a short tour round Edinburgh on the Saturday morning or a trip to the Pringle factory.

Coaches were new 49 seaters, full executive, with video, toilets and coffee machine.

Very good product knowledge, and a helpful and interested approach. A good sales pitch regarding their own three day weekends, which may well have proved of interest.

Staff attitude

Product knowledge

Professionalism

Sales technique

FIFTY YEARS ON THE ROAD

Mike Morgan talks to 75-year-old coach driver, Percy Tye, who has hung up his badge for the last time after 55 years on the road.

TalIGHTER medicals and the ever-increasing stress and uncertainty of coach driving make Percy Tye's unblemished record the envy of the coaching world.

When he pulled into Galloway's Mendlesham yard for the last time he completed over half a century of accident-free driving. What's more his clean driving remained intact.

Percy's proud record made his last duty on service 12 one of his most anxious. 'I was worried that something would go wrong. When I turned in the yard I was more than pleased just to get rid of it.'

It's impossible to calculate how far Percy will have driven. Back in the 1950s he was doing over 50,000 miles a year on tour work with a Bedford/Duple Bella Vista. True, the last 10 years have seen Percy confined to his native Suffolk, but he must have clocked 2,500,000 miles.

At an average 30 mph (there were lower speed limits for much of his working life) that's an awful lot of time holding a steering wheel.

Percy reckons drivers today have it easy. 'They don't even have to crank the engine.'

When I met Percy he was smartly dressed in Galloway's green blazer and tie. Badge FF 6452 nestled in its leather pouch and he looked ready for the road - well almost. There was something missing - a coach.

The only vehicle we could find was returning from Ipswich on a market-day service with wife Maggie as conductor.

Between them they've clocked-up a century of service to the local community, and Maggie still dons Setright and cash bag three times a week - leaving her husband of 20 years to do the housework and cooking.

Retirement can't come easy to a man who never missed a day through illness. 'I've been blessed with good health,' he admitted, 'but this left ankle has stiffened-up after all those heavy clutches.

'I do a lot of gardening and spend the day doing this and that before preparing lunch.

'The mornings are the worst. Instead of having somewhere to go you have to think of what to do.'

When Percy started driving for his uncle's coach company in 1937 he was one of the first to be issued with a new-style PSV badge by the Cambridge traffic office. When he finally pulled the handbrake on for the last time *(Coachmart,* May 16, 1991) that coverted badge of professional competence had passed into coaching history.

He had seen the badge through to the end of its useful life and with newly qualified drivers being badgeless he's not sure if he should hand it back and claim his half-crown deposit.

Percy Tye: an unblemished record of 55 years driving.

Somehow I think he'll hang on and keep it as a reminder of all the other changes during a career that treated him well.

He took his test in a former Evan Evans 25-seat Bedford. The Bedford connection remained until the end when he finished with a Plaxton-bodied Bedford 500 - his steed for the last 10 years.

'Drivers have it easy now. They don't have to crank the engine, juggle with advance and retard, struggle with heavy steering, or even get out of the seat to open the door.'

In those pioneering days Reg and Sid Tye ran from a farmyard near Mendlesham. Their 323 telephone number moved with them when they converted the old village blacksmith's into a garage and it was these premises which remained Percy's workplace.

Despite two changes of ownership and the opening of a new yard last year, Percy's coach was always at hand less than 100 yards away from home and undercover.

Before being called-up for six years war service, Percy handled some of the wonderful machines of the period - a four-cylinder Leyland Lion, side-engined AEC Q, Albion Victor, a Dennis known affectionately as 'the pig' and an old

Wife Maggie: still working.

Albion ambulance from Ipswich which was used by the Tyes to distribute bananas and oranges along the Suffolk villages between runs with the coaches.

But it was the post-war coach boom which provides the lasting memories. Under new owner - Arthur Braybrooke - the business thrived.

New Leyland and AEC vehicles found their way into the fleet to cope with the fully operational RAF bases in East Anglia.

Coaches were in great demand, particularly at weekends, when Braybrookes ran to London, Peterborough and Liverpool.

Said Percy: 'I virtually lived in London. We'd go to King's Cross on Friday night, then go on hire to Grey-Green, Orange, or Valiant until Sunday night. We'd go anywhere.

Percy remembers the days when London smog would stop the coach from running for two or three days.

'Nights were spent in sleeping bags on the back seat and we'd have breakfast in a transport cafe.'

Reflecting on facilities on modern coaches, he said: 'I'm not sure I'd fancy those bunks.

'We did Ipswich to London in three hours and I don't think they better that now despite all that rushing down the A12.

'However, there were things that used to worry us. The worst was smog in London.

'Sometimes it would be two or three days just waiting for it to clear. Perhaps we could make a start, get a mile up the road to Tottenham, then have to stop. The problem was we daren't leave the coach or the passengers otherwise they'd be lost and wouldn't find the coach again.

It wasn't just the RAF that wanted to travel. 'We did pantomimes, ice hockey at Harringay or Wembley and Southend lights.

'A big thing was the death of Winston Churchill. Then everyone wanted to go to Blenheim Palace. Private hires at that time were booked-up a for up to a year in advance.'

Whole families would have a day out by coach. Notable were the Bugg and Taylor family outings to the seaside.

He said they'd take a coach once a year to Yarmouth and spend the whole day on the beach. Home brewed beer was loaded on board in a four and a half gallon pin. The driver simply helped himself.

'Of course there was no radio on the coach, but we used to have musicians with an accordian or a banjo. They were picked-up at Ipswich and entertained the passengers on the journey.

'Another thing was a photographer. There was one we called-on down at Rayleigh when going to Southend. He'd take the picture in the morning and have it ready for the return trip.'

Percy did one of the first post-war tours to Switzerland through war-torn France.

'I spent most of my summer away and then one thing would fall on the back of another. Tours finished just as Southend lights started and then it was pantomines.

'There was no such thing as a day-off except perhaps Christmas Day and a half-day on Good Friday.'

Tragedy struck when his first wife died aged 52. Fortunately, the loneliness ended when he persuaded Maggie to 'shack-up' with him in 1971.

She prefers Maggie to her real name which remains a closely guarded secret. 'She do fly off the handle,' revealed Percy.

'The postman once found out, but when she threatened him he thought he was in real trouble.'

Percy is such a well known and loved figure that it would be easy to think that the Tye family extends beyond 46-year-old son, Neville, and three grand-daughters.

Everywhere he turns there are village people of three generations who know him well. Young children often tell him: 'My grandma says you used to take her to school.'

He will travel now by coach as a passenger and will keep informed with the industry by reading *Coachmart*.

After such a long career it must have taken great courage to call it a day. However, he confesses that it was son, Neville, who said he had done enough.

He now has chance to spend more time with his family and perhaps put more miles on the clock of his T reg Cavalier. 'I bought it when I was 65 and it's only done 30,000 miles.'

One thing remains certain - he will continue to travel by coach. 'We now go on holiday tours. They pick up at the door and we'll probably do two to the continent this year.'

As Percy and Maggie journey through France, Switzerland, Italy and Austria, they will share old memories of those early tours in Braybooke's Duple-bodied coaches.

But they certainly won't linger in the past because last Christmas Percy ordered a subscription to *Coachmart* to make sure he kept abreast of developments in the industry he served so well.

It is doubtful if his record will ever be equalled. Happy retirement Percy - you've earned it.

Percy leaves his workplace for the final time.

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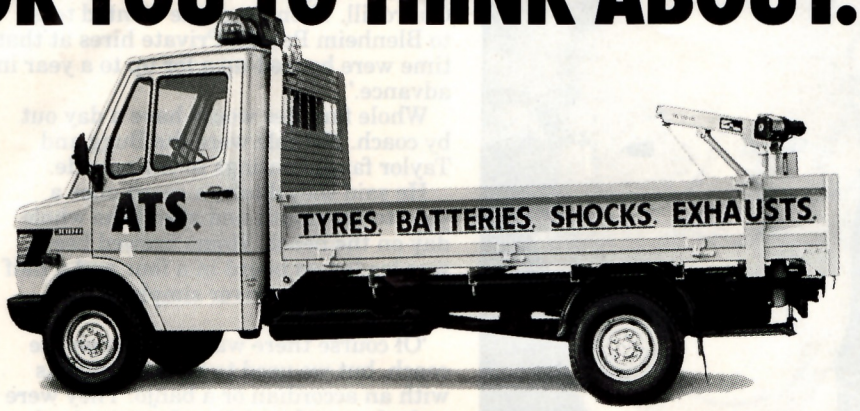

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RUBBER ON THE ROAD

Rod Davey takes a detailed look at one of the most critical safety fitments on a coach - tyres.

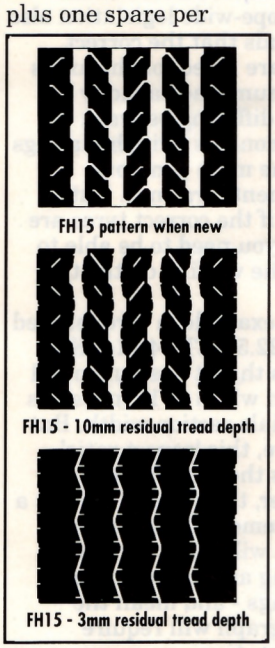
THE bus and coach industry runs on rubber - with 31,200 large single decks, 22,800 double decks, 10,400 midibuses and 8,500 minibuses making a grand total of 72,900 public service vehicles on the road last year.

According to the Bus & Coach Council this is an eight percent increase since deregulation, but of late has more to do with older vehicles staying on the road rather than an upward curve in PSV sales. But older vehicles make maintenance and road worthiness a crucial factor. What could be more important than how the vehicles are shod?

If it is assumed there are six road wheels plus one spare per vehicle the BCC's figures represent 510,300 tyres carrying an industry with a £3,114 million annual turnover. In the coach industry alone, 6,000 operators with an average fleet size of five run a total of 30,000 coaches - making 210,000 tyres running 1,401 million coach kilometres, out of an industry total of 3,846 million kilometres every year.

In essence, an awful lot of tyres provide the industry with a track to run on. But the type of track varies with the type of operation. For example, high speed motorway coaches require a completely different product to urban bus operation.

Coach tyres have to keep internal heat generation to a minimum, thus keeping the tyre pressure stable and making the possibility of high speed motorway blow outs less likely. On the other hand, buses run at much slower speeds - therefore the possibility of heat build up with thicker tyre walls is greatly reduced, a convenient fact which can increase the wear of vehicle tyres highly susceptible to abuse from excessive kerbing in stop-start operation.



Pirelli FH15: Three patterns in one

Developments and legislation

As with most areas of inquiry, the tyre industry has its own alchemist's fools' gold. 'Our aim has been to produce a tyre with excellent handling characteristics capable of a life of 155 million miles,' said Peter Griss, product manager with the Continental Group, which also manufactures and markets Uniroyal and Semperit tyres.

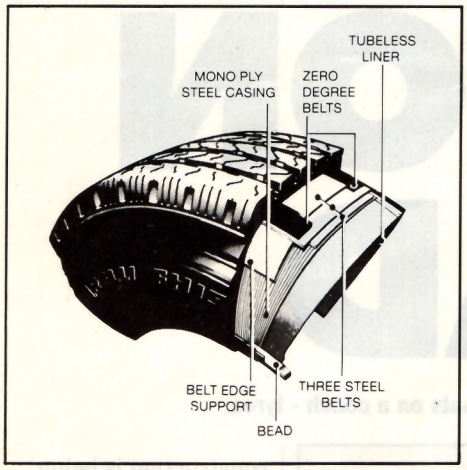
But he said this with his tongue firmly in his cheek, for all tyre technologists know of the compromises inherent in tyre design. Such compromises include heat build up with thick tyres, excessive wear with improved grip, and drift on road bends with tyres designed with such longevity in mind. The last point may be desirable with rally cars and Formula One racers, but can hardly be described as a good thing on continental coaches.

So with many diifferent applications in mind, the tyre designers have teamed together with the massive number-crunching capabilities of modern super-computers to come up with the answers. 'Tyre construction is being continuously updated,' said Peter. 'Along with production techniques and the type of compounds used.' PSV and commercial vehicle tyres are among the most complex on the market, with over 40 separate components within their construction - as well as lots of subtle points in design.

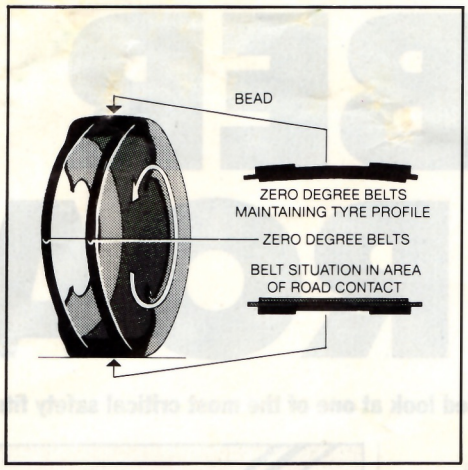
The XRA Pilote has proved to be the most popular tyre fitment for modern coaches

Tyre grip, traction, braking performance and directional stability have long been the traditional aims of the designer. But the threat of new legislation from the EC has led the manufacturers to look more closely at the tread contour. For from next January private cars will be required by law to have a minimum tread of 1.6mm over a minimum tread width of 75 percent equidistant around the centre line of the total circumference of the tyre.

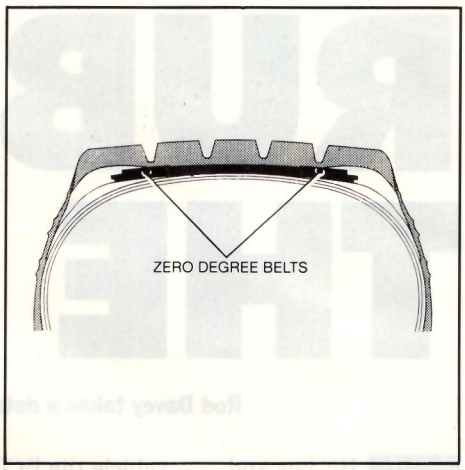
Previously, since 1985, all tyres had to have 1mm minimum tread depth over the same width - but the only proviso was that the remaining 25 percent of width should have a visible tread pattern. 'So we are now equalising tyre wear by optimising tread performance,' said Peter. 'This is done by designing the breaker package in the tread as flat as possible, which has the effect of evening-out the internal pressure within the tyre carcass.' ▶



The unique Pirelli zero degree belts



Reduce distortion with the patented zero degree belts



Dual compound zero degree cross section

Environmental issues

The fear is the car tyre legislation, with the growth of such green and environmental issues, is on its way in for commercials such as trucks, buses and coaches. In addition, moves are afoot to incorporate existing Austrian noise legislation, reducing the maximum total vehicle noise down from 84 decibals to 80dbA during the hours of darkness, into an EC directive. 'The biggest source of vehicle noise is the interaction of the tyre with the road,' said Peter. It represents 7.8dbA - about five percent of the total.

Trade association lobbying has started, with the Road Haulage Association and Freight Transport Association already weighing in for the hire and reward and own-account truck operators. But neither is the tyre industry silent - and an academic researcher for Michelin, Anne Deneuvy, blaims bad road surfaces as a primary cause:

'Results of research have conclusively proved that porous asphalt surfaces have very good absorption properties and therefore significantly reduce rolling noise,' she said. 'Such surfaces additionally have good draining qualities which increase wet grip. So if noise abatement is the ultimate and most pressing objective - then the quickest, greatest and most cost effective advances can be made by opting for porous asphalt surfaces.'

This appears to effectively hand the problem back to the authorities - but it does not solve the problem for the coach operator, because the Austrian police are empowered to take you off the road if they are not satisfied with your external noise levels. Anne Deneuve adds: 'The option to better road surfaces would be pursuing minimal enhancements of a product which has been designed to meet a number of differing criteria - from superior grip, safety and comfort, to enhanced durability and manageable costs.'

Driving in Europe

Local legislation in Austria and elsewhere within the European Alps is largely interpreted to mean snow chains must be carried. But did you know that the fitment of specialist M&S rated tyres to coach drive axles is widely accepted as an alternative? (Incidentally, M&S stands for 'mud and snow' and not 'Marks and Spencer'). So if you're on regular ski runs through the winter season, it may be an option worth considering - to save time and hassle if nothing else. 'But check on the local legislation before you go,' advises Continental's Peter Griss.

Europe-wide legislation also demands that the correct tyres are fitted for the axle's maximum load capacity - albeit differing between parsimonious British platings and the more generous Continental ratings. But to check if the correct tyres are fitted you need to be able to read the writing on the tyre wall.

For example, a tyre marked '11 R 22.5 XZT 146/143K' means that it has a nominal section width of 11 inches; is of radials section width. But beware, this 'aspect ratio' means the tyre diameter is smaller, therefore if used as a replacement for a standard tyre it will affect vehicle gearing and speedometer readings - and mean the tachograph will require recalibration.

Michelin tyres fitted to a Scania K93.

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Robert Tappin, Engineering Director, Tappins Coaches.

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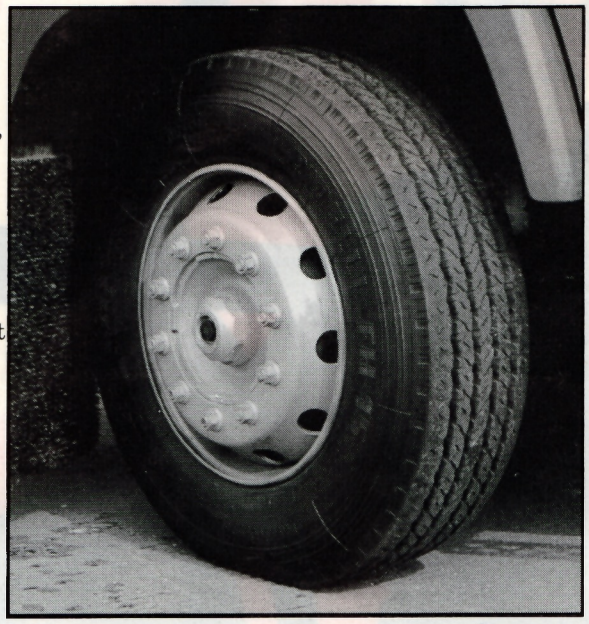
Tyre management

The tendency towards high-powered high torque engines has brought forth further developments in tyre technology. Specialist drive-axle tyres have grown in popularity over the last years giving better grip on power take off and for braking. These characteristics are provided by lateral grooves across the tread, rather than the circumferentially grooved steer axle patterns – designed for better water evacuation. Steer axle tyres also have stronger shoulders which are more resistant to the "'scrub' which is created by power steering and kerbing.

But if using the 'fair life' method of tyre management, with new, re-cut/regroove, remould and re-cut stages, it is possible to use certain steer axle tyres (eg R200) for re-cutting into the drive axle pattern. However, it is not an economic alternative and is rarely done.

It is a moot point tyre rotation is efficient tyre management anyway, as it is labour intensive and merely redistributes tyre wear - with no increase in overall tyre life. It also means you have to buy six tyres at once rather than gradual replacement in pairs. And tyre manufacturers have developed tyre side walls even further - but the ECE 54 legislation has meant that tyres with a 146 and 148 load rating indices, with capacities of around three tonnes, are being replaced with a 152 index, taking the maximum weight up to 3.55 tonnes. Other associated problems regard weight distribution with rear engined coaches and variable luggage loading amidships.



Pirelli FH15 Zero Degree.

A lot of this throws a greater owness on to the operator, especially when it comes to tyre pressure checks. Peter Griss feels that these should now be checked every day before the coach is out on the road. He said:'Pressure is determined both by tyre capacity and weight. Therefore, in an ideal world, higher pressure should be used when the coach is empty than when it is fully loaded.' Although sounding finicky, such attention to detail reduces tyre wear and attains a greater mileage per tyre.

A variation in twin tyre pressures also causes problems with wear and longevity. Road cambers often mean that the inside tyre is carrying most of the weight- which completely throws pressure and load ratings out of the window. One device, provided by Schrader, is the dual tyre pressure visualiser. The makers claim it continuously monitors and equalises the pressure between both tyres on a dual axle.

The Semperit M270.

Contract tyres

A wider issue concerns the choice of contract tyres rather than the end-users buying and maintaining their own tyres. Tyre manufacturers exclusively supplying the end-user market not surprisingly claim it evens out costs - but at a price. But the only way to really weigh things up is to run a back-to-back test on both options- not easy if tied to a contract. One way might be to compare management with another friendly and reliable operator.

Manufacturers, such as Pirelli, have tended to go for the end- user market, preferring to gain client loyalty with technological advances such as with its 'Zero Degrees' series. Pirelli claims its 'flat footprint' gives precision handling and even wear.

'We are now more purchase orientated,' said the company's product manager for commercial tyres, Kevin Hurst. He added:'But contract mileage is a tough nut to crack and needs a lot investment. However, it is an area in which we would like to expand .'

Associated Tyre Specialists claims to be the largest specialist distributer of specialist tyres in the UK. The company also claims to offer the most comprehensive tyre service in the country, with over half a million tyres in stock and a fleet of 1,100 breakdown vehicles. ATS negotiates contracts with operators, with the supply and servicing of each fleet left to the ATS regional centre to maintain localised contact and a fast response.

Central Tyre (CT) provide a similar service, and offers a computerised fleet information service called Tyrefax. Bandag offers useful services to operators doing their own tyre maintenance. But remember other investments might include wheel balances and alignment equipment.

Which way you go is up to you - and may depend to a large part on your fleet size. Larger fleet operators may wish to have monitoring and adminstrative headaches taken off their hands - while the smaller operator may prefer the flexibility of end-user purchase.

TYRE BUYER'S GUIDE

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Euro diesel price dilemma

More advice from Marksman... the man in the know.

Q WHY is diesel so much dearer here than in most Continental countries? In 18 months time EC operators will be able to come over here and compete with us for business. If the Common Market means anything, surely we should compete on equal terms. Is anything being done about this?

T McN, Kent

a APART from variations caused by exchange rates and lack of harmony of VAT levels, the greatest cause of price differences is national variations in the excise duty charged on diesel. The EC does have proposals to minimise this divergence. From January 1, 1993 national excise duties will have to fall in the band between ECU 245 and ECU 270 per 1,000 litres. This translates to between 78p and 86p per gallon. As the current UK rate is 99p per gallon the good news is that UK prices must fall - unless the EC raises the band levels.

Q CAN fitters still road test an empty PSV if they only have an ordinary driving licence?

J C C, Notts

a ONLY if their car licence was issued before June 1, 1990. This concession will cease on March 31, 1992. A fitter who gained his car licence after June 1, 1990 will have to obtain either a PCV licence, or a LGV (Large Goods Vehicle) licence. Regulation 28 (2) of S I 1990 No 2612 provides that, 'A person who holds a full (HGV or LGV drivers' licence) may also drive motor vehicles used for the carriage of passengers with more than 16 seats, in addition to the driver's seat, which are not being used for hire or reward or for the carriage of more than eight passengers.

QUESTIONS answer

Questions on any aspect of coach operation that is giving you problems should be sent to: Marksman, c/o *Coachmart*, Wentworth House, Wentworth Street, Peterborough, PE1 1DS, or by fax: 0733 62656.

Q I WAS recently stopped for a Department of Transport roadside check on the way to catch a ferry. I would not admit to driving dangerously, but I certainly had my work cut out to get my passengers to the ferry terminal on time. With all the powers the Ministry have to enter premises and to go on coach parks, etc, for spot checks, why do they have to stop loaded coaches on the road? Causing drivers to have to make up time must be counter-productive to safety.

J M T, Bucks

a I TOTALLY agree! But the law has long recognised this problem, although drivers (and owners!) tend to be unaware of their right to elect for a deferred test. Section 67 and the Second Schedule to the Road Traffic Act 1988 repeats identical provisions of 1972 legislation. Providing that the vehicle has not been involved, or caused, an accident, or, in the opinion of the police, the vehicle is so defective that it ought not to be allowed to proceed without a test being conducted; the driver can elect for the testing to be deferred. It is then up to the owner to specify where a test can be conducted in a seven day period which falls within the following 30 days (disregarding any day when the vehicle is outside Great Britain).

Q THE TRAFFIC Area is demanding that I supply maps showing street names for a rural bus service registration. They will not accept a marked copy the 1:50000 Ordnance Survey map. This seems unreasonable to me. Are they right?

C W, Staffs

a THE relevant regulation requires: 'A description of the route... which is both sufficient to identify the roads to be traversed, and accompanied by a map showing those roads.' There is a measure of imprecise grammar in that which perhaps almost gives scope in one direction for the inter-pretation imposed by your Traffic Area and in the other what I understand to be the general industry view - that the map simply needs to be of such a scale that the roads to be traversed are clearly discernable. Where the words of legislation are imprecise one has to consider what the purpose of the statute or regulation was. In this case it was surely to make it possible using the route description and the map together to be in no doubt which route was to be operated. In my view any registration which does that should be accepted. As it is the commissioner who is responsible for deciding whether a registration is acceptable I suggest that you write to your traffic commissioner in person indicating that you feel that, presumably acting under delegation, the clerk's staff are going beyond what the Regulations require.

Q COACHMART frequently refers to legislation and other publications which are available from HMSO. I am nowhere near an HMSO stockist and it takes an age to order from my local book shop. Is it possible to order direct?

B M T, Northumbria

a YES, it is. Mail and telephone orders can be placed with HMSO, PO Box 296, 51 Nine Elms Lane, London SW8 5DR. Telephone 071 873 9090, Fax 071 211 8977. Account facilities are available, but you may find it easier to give credit card details with your order against which goods can be charged. In my experience orders are usually despatched by return of post.

Make sure you keep your questions coming into Question Mart and Marksman will continue to give you the best advice available.

The next Question Mart will be featured in Coachmart on July 18.

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Weekly report on law and the coach operator by Michael Jewell

'Robbed' driver fairly dismissed

A STRATHTAY Scottish bus driver, who was robbed of the company takings after she went off route to buy a burger, was not unfairly dismissed, decided a Dundee industrial tribunal.

Angela Binning was said to have been unable to cope with 'hassle from opposition drivers', when she appeared before the tribunal claiming that she had been unfairly dismissed.

The tribunal was told that for the first two years Ms Binning had been a satisfactory employee. She, nevertheless, had a number of accidents whilst driving buses, some of which the company regarded as her fault. On one occasion she was suspended for a day and twice given verbal warnings in connection with such incidents. Her disciplinary record was said to be worse than average.

In March 1989 she was given a written warning that unless her attendance at work improved substantially in the following six months further disciplinary action would be taken. In May 1989 she was suspended for a day without pay for failing to

Area manager considered Binning to be a danger to the public and herself.

complete a duty without giving any reason.

In October 1989, then inspector and subsequently area manager, David Littlejohn, found her in an agitated state when she arrived at Mill Street, Perth. He considered her to be a danger to the public and herself and he took her off her one-person operated service. She told Mr Littlejohn that she could not cope and would be having at least a fortnight off work. In his written report, Mr Littlejohn recommended that on Ms Binning's return to work she be offered work as a crew driver or a conductor. However, she was not transferred.

Strathtay Scottish: acted as a reasonable employer.

In February last year, Ms Binning was given a final warning by Mr Littlejohn, now area manager, after being found sitting on church steps in Mill Street, and refusing to drive further because of the 'hassle' she was getting from 'opposition' drivers.

In July, Ms Binning was given a further final written warning that should she fail to report for duty at any time within the following three months her employment would automatically be terminated. The next month she took her bus off route and parked it outside a burger bar while she got something to eat. In her absence the company's takings and some of her personal possessions were stolen from the bus. As a result, she was given a severe reprimand.

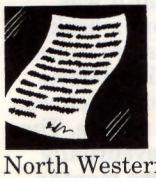
On September 8th, during the course of her shift, Ms Binning reported sick and did not complete her duty. The depot controller remarked he had found her 'ranting and raving' and Mr Littlejohn believed it was another occasion when Ms Binning found she was unable to cope. Two days later she entered his office, saying she was calling off duty and she collapsed in his presence. On September 21st Ms Binning was given a medical certificate by her doctor, saying she was suffering from a viral infection and recommending that she be off work a week.

In the period between January 12th and September 26th, 1990, Ms Binning had been absent on 19 occasions. Of those, one was self certified, five were medically certified and seven were unexplained. Five were occasions when she completed only part of her duty, and one was when she slept in.On September 28th Mr Littlejohn told Ms Binning that in view of her past record, the final written warnings, and the fact that she had made no attempt to improve, she was dismissed. Her appeal against that decision was rejected, but she was offered a six months trial as a crew driver at a lower rate of pay but without loss of seniority. Ms Binning rejected that offer.

Holding that the dismissal was not unfair, the tribunal said that the main thrust of Ms Binning's complaint was that she had been dismissed whilst other employees with poorer attendance records had been retained.

The tribunal ruled there was no evidence to support that claim and added it was satisfied that the dismissal fell within the responses of a reasonable employer.

'Pin' money licence granted



A SHEET metal worker, who wants to earn 'pin' money, has successfully applied for a one vehicle restricted licence at a Manchester public inquiry.

Colin McGarry, trading as Colin's Travel, of Warley Road, North Shore, Blackpool, told the North Western traffic commissioner, Martin Albu, that he had got the idea to start something on his own when the firm he was working for, which supplied building equipment, was hit by the recession last year. Since then his full-time job had picked up, but the extra money would be appreciated.

Mr McGarry said he had acquired one 12 seater minibus and the intention was to carry out airport and private hire work. The firm he worked for had a large social club and there were regular trips from the club. He and his brother-in-law, who held a Class I psv driving licence, would operate the vehicle. The maintenance would be contracted out.

Mr Albu pointed out that though Mr McGarry had a maintenance contract, he was still legally responsible for the condition of his vehicle. If the business picked up, he would advise Mr McGarry to take the CPC exam.

Commenting that he wanted to obtain a CPC and expand, Mr McGarry said he would not be giving up his full time job yet.

Weekly report on law and the coach operator by Michael Jewell

Severe warning for Cambrian Coaches

A WELSH operator who admitted he did not really deserve a licence, was granted one for a year by South Wales traffic commissioner, John Mervyn Pugh.

But Mr Pugh warned David Letherby-trading as Cambrian Coaches- that he had come very close to having his licence revoked altogether.

Mr Letherby, of Cymmer, Porth, first appeared before the commissioner in May, when Mr Mervyn Pugh said that he was giving Mr Letherby a 'life line' when he adjourned a disciplinary case involving the company. He warned then that he should seriously think about being legally represented.

When the hearing was resumed, David Stewart, for Mr Letherby said he was aware of some of what had gone on in the past, and of Mr Letherby's attitude. He hoped his explanations would persuade the commissioner to grant Mr Letherby a licence.

Mr Stewart said that since December Mr Letherby had sold the 25 seater vehicle he had been operating and he had not acquired another vehicle until he purchased a Ford minibus in February. It was agreed that it had been 'clapped out', but it had since been restored and passed a second MoT test. The minibus had been stripped down and Mr Letherby had carried out all the work on the vehicle himself.

It was conceded that Mr Letherby did not have a flow chart programming the preventative maintenance inspections and his system of daily nil reporting was not the one suggested be adopted on the last occasion.

Mr Stewart said that at the previous hearing Mr Letherby had felt aggrieved that the vehicle had received an immediate prohibition notice for a brake fault during its MoT test, but he had not asked for the vehicle examiners to be present at the public inquiry.

After Mr Letherby had agreed that he really did not deserve a licence, Mr Mervyn Pugh said it was only his extremely honest answer to that question that had persuaded him to renew the licence with a very severe warning.

Directing that any renewal application be considered at a public inquiry, Mr Mervyn Pugh warned that should Mr Letherby pick up a further prohibition notice that constituted a danger to the public, he would be back at a public inquiry and sadly his licence would have to be revoked.

Economy Travel partner stays off the road

A BID by one of the partners of Economy Travel, Llandudno Junction Gwynedd, for a three vehicle licence has been turned down.

Wayne Chard appeared before the North Western traffic commissioner, Martin Albu, at a Manchester public inquiry. Following the end of the partnership he had been allowed to carry on operating under the partnership licence until he made a new application in his own name (*Coachmart*, February 28th.)

Mr Albu said he was now revoking the partnership licence and he was unconvinced that Mr Chard could satisfy him that he had made adequate arrangements to maintain his vehicles.

DoT vehicle examiner, Roger Byrone, said he had carried out a maintenance investigation in April. After a telephone conversation with Mr Chard, two vehicles were brought down to the test station for inspection. He issued the first vehicle with a delayed prohibition for three items. That vehicle was presented for clearance on May 9th and the prohibition was varied by the addition of two immediate items and two further delayed items. The prohibition was eventually cleared on May 13th.

He discovered five immediate defects and four delayed items on the second vehicle and terminated that inspection as he felt that it was unsafe to carry out a brake test. When it was presented again a further five defects were found, one of which was of an immediate nature. The prohibition was eventually cleared nearly two months after the inspection.

Mr Byrone said that inspections and maintenance had been carried out by a commercial garage which had since ceased trading. The operation depended on outside maintenance as the facilities available at the operating centre were poor. Mr Chard claimed to have small hand tools and to be a semi-skilled fitter. He had no staff to give him any assistance.

In reply to the commissioner, Mr Byrone admitted that he thought that the maintenance of the vehicles had been neglected.

Mr Chard said that it was his intention to only operate one vehicle. He had been sending the vehicles in for inspection every four to six weeks and they had been due to be inspected when they were seen by the vehicle examiner. The maintenance was now being carried out by two former employees of the commercial garage, who had set up in business on their own account. In the past he had only got the inspection records with the bill at the end of the month, and he had not known anything was wrong until then. He now received the inspection record on the day after the inspection. There was no maintenance contract as none had been drawn up, but the people concerned had sent him a letter. He was operating one vehicle on local service, private hire and contract work.

Asked by the commissioner what would happen when that vehicle was due for inspection, Mr Chard said he was going to acquire a 12 seater minibus to cover any work while the present vehicle was being inspected or maintained.

Mr Albu asked: 'Can you run a regular service on that basis?' Mr Chard replied: 'The 29 seater is over sized for the regular service.' He added that as well as inspections every six weeks,he carried out his own three times a week.

Refusing to grant a licence, Mr Albu said it was quite clear in the past that Mr Chard's two vehicles were not in a satisfactory condition and one was operated in a dangerous condition. Mr Chard had not been taking his responsibilities seriously and had not understood what was required of him. Though Mr Chard had said he was reducing his operations to one vehicle and he had new maintenance arrangements, there was no contract.

Warning that Mr Chard must stop operating immediately, Mr Albu said there was nothing to stop him making a fresh licence application when he had satisfactory maintenance arrangements.

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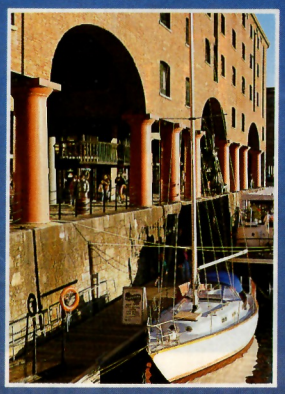

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New Lightwater ride set to open

LIGHTWATER Valley's latest attraction - the world's biggest rollercoaster - gets its launch on July 17 and is set to break a number of records.

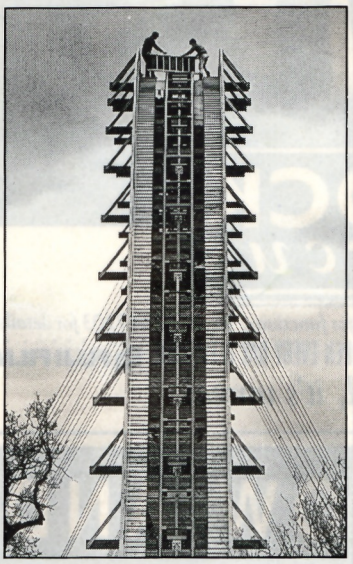
Apart from being the world's biggest with its 157 foot drop and 1 miles of track, it could well set new attendance records for the park - which began life as a pick-your-own fruit farm.

The Ripon theme park has gone for a wooden construction with a computerised system preventing the ten cars operating simultaneously from colliding with each other. In all, the 6-minute ride can take around 100 passengers at a time, so throughput should reduce queuing. Lightwater Valley reckons it can scare 1,500 people per hour witless.

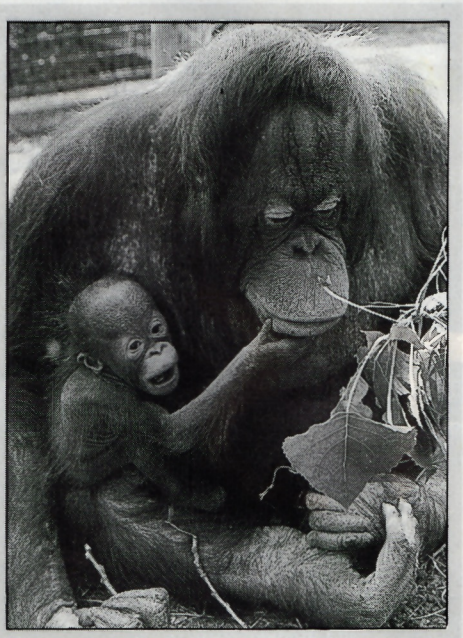
The launch is being hosted by Big Frank Bruno, who will be taking groups from children's homes and competition winners on the first trips on the £5.2 million white knuckle ride.

Group rates at Lightwater Valley this summer are £5.95 a head, with one in 20 free. Schools rates are £1 lower.

Details from Lightwater Valley, North Stainley, Ripon, North Yorkshire HG4 3HT, Tel: 0765 635321.



Operators get open invitation



LONDON Zoo is going all out for group business - and has organised a familiarisation visit for coach operators so it can announce new plans.

The zoo is expected to present new coaching incentives during the visit on September 18, which includes a tour, talk and lunch.

'It is an opportunity to experience the zoo first hand, especially for those who have not visited the zoo for a while,' said a spokesman. 'It will demonstrate what a popular and attractive day trip destination the zoo has become.'

Details of the familiarisation visit are from Cathy Robinson, Tel:071 722 3333.

Zoo cash promised by watchdog

THE Government's Environment Select Committee has recommended 'limited financial support' for trouble-torn London Zoo.

Chairman of the committee, Sir Hugh Rossi, said plans to move large animals into less cramped conditions at Whipsnade and highlight conservation issues at Regent's Park 'will be attractive to an increasingly environmentally-concerned public.'

'Only those animals whose welfare is not compromised and are an essential part of the exhibit should remain at Reegent's Park,' he said.

London Zoo should now be looking for private sector cash for the new proposals, he added, but the Government had a contribution to make to environmental awareness.

'Limited Government financial support should be made available for the redevelopment of the Regent's Park site,' concluded Sir Hugh Rossi.

London Zoo attracted 1.3 million visitors including 250,000 from overseas last year, making it Britain's most popular wildlife attraction. But it announced in April that it was on the brink of insolvency.

It has tackled the problem by the Save Our Zoo campaign, and a number of high-profile events in the grounds. A Mayday event achieved the highest day's attendance for 30 years.

■ BRIEFS

● BIRD lovers will be flocking to Harewood House, near Leeds, to see the chicks of a species hovering on the brink of extinction. The Waldrapp Ibis babies - there are only 300 of their kind in the world - were reared this year in Harewood's giant aviary. It is hoped to reintroduce the species to the wild when numbers have built up.

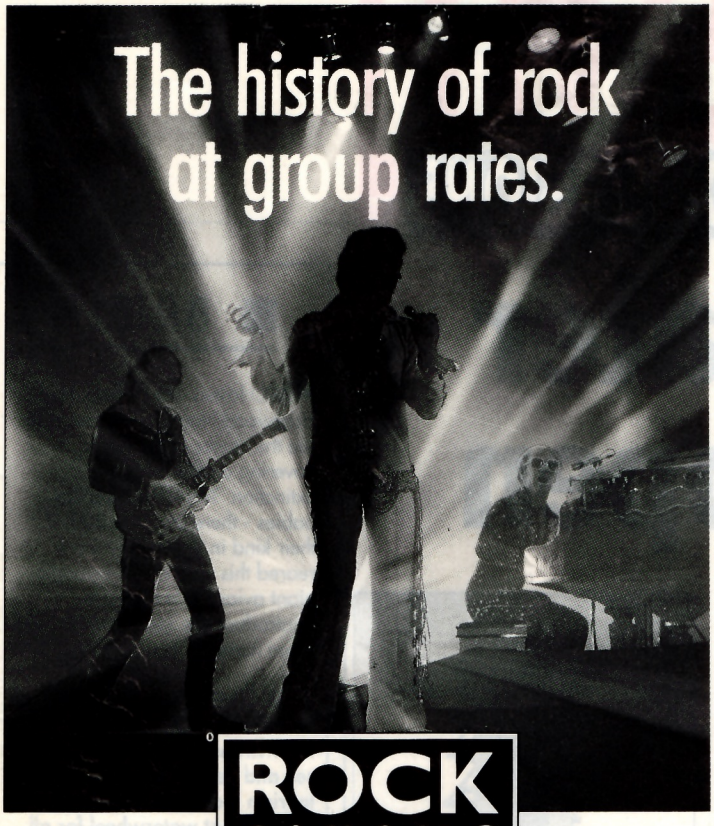
● HERITAGE attraction Quarry Bank Mill, in Cheshire, is hoping its environment-friendly cloth will sell and help supplement its tourism income. The cotton mill uses a giant waterwheel for all its power, and the cloth is unbleached. Details of visits to Quarry Bank Mill are by 'phoning 0625 527468.

● COACHES visiting Greenwich's Cutty Sark Gardens coach park will be charged £3 for every two hours - with a maximum of four hours' stay allowed.

The pay and display system operating in the coach park takes £1 coins. The park opens at 8am, closing at 6pm until October, and 5 pm through winter.

● TOWER Bridge is giving away free tickets to other London attractions in its July Sightseer of the Month competition. The quiz tests visitors' knowledge and observation by asking them to identify landmarks.

The history of rock at group rates.



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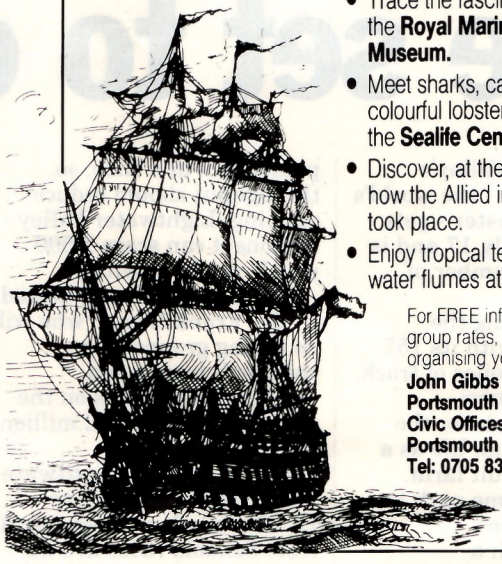

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Cadbury World in the firing line again

CADBURY World has once again had to defend itself against a volley of complaints.

The Birmingham attraction - part of the factory site at Bournville - came under attack from Tyne and Wear operator Safari Travel, which itself faced criticism from clients after its day excursion.

Three customers wrote to proprietor Ron Akenhead and several phoned after a visit in late May to say they were dissatisfied.

'It was what I call a rip-off,' said one traveller. 'It was a long ride with nothing to see at the end.'

'The coach and river were faultless,' said another. 'But the entire factory was one big disappointment.'

'The factory shop was not any cheaper than any other shop,' said one critic. 'To say we wre disappointed is putting it mildly.'

Mr Akenhead forwarded the letters to the sales and marketing manager of Cadbury World, James Allen, who immediately defended the attraction.

He said the problem seemed to stem from operators not knowing what to tell clients to expect at Cadbury World. He said it was definitely not a factory visit and threw open the doors to any operator to see for himself.

'We have got a communication problem,' he said. 'How do we get across that we are not Willie Wonka's Chocolate Factory or a factory tour?

'I certainly believe that we can improve our brochure and the attraction but we rely on the operator passing on the information. We have even resorted to making negative statements in the leaflet to get the message across.'

Mr Allen said he would be willing to accept any suggestions to change the leaflet if it would help explain exactly what Cadbury World has to offer.

Mr Allen said he would be delighted to host familiarisation trips from operators. He can be contacted on 021 458 2000.

SHEARINGS staff have been getting a taste of Cadbury World. Here, Sue Pearsell demonstrates chocolate dipping to Shearings tour planning administrator Judith Bohren and marketing director Robert MacKenzie, both on a recent familiarisation visit. Cadbury World has now thrown open its doors to any operator planning to use the attraction.

Folf festival books TV's Rory Bremner

THE Llangollen Canal provides a backdrop for the Ellesmere Waterway Festival due to be held in the pretty Shropshire town from September 13 to 15.

The folk music and traditional theatre event has also signed up TV impressionist Rory Bremner for its second day, appearing at the Ellesmere College Arts Centre.

Further information from: Harriet Hudson, Waterway Manager, Tel: 0691 622549; or Ellesmere College Arts Centre, Tel:0691 622828.

Price cuts draw operators to Southport Flower Show

SOUTHPORT Flower Show has had a surge of coach bookings following the decision to cut group admission rates by up to £1.25 a head.

The August 22, 23 and 24 event has provided coach parking at a nominal £2 a vehicle - the usual rate at the Pleasureland coach park in Marine Drive - but is admitting the driver into the event for free.

The show itself is probably ideal for coaching's usual market. With 9.5 acres of exhibits, including many winners from the Chelsea Flower Show, is should be one of the year's finest gardening events.

To qualify for maximum discounts, operators are being asked to pay before August 14.

Full details from the Tourism Information Centre, Tel: 0704 533133.

Hornsea Pottery offers half-price deal

HALF PRICE entry to every attraction in the Hornsea Pottery Leisure Park is on offer to coach operators this summer.

For £1.99, the Freedom Pass lets visitors enjoy the Pottery and shop, Birds of Prey Centre with flying displays staged at 2 pm every day, the Yorkshire Car Collection, Butterfly World, a children's adventure playground and the Riding restaurant.

'In addition to the group rate Freedom Pass, there is a £10 voucher to spend in the site's shops for every operator pre-booking parties,' said a spokesman for the 28-acre venue, which last year entertained 700,000 tourists. Coach parking is free.

Full details from Hornsea Pottery Leisure Park, Tel: 0964 534211.

Air displays at Norfolk centre

A NEW falconry centre has opened in Norfolk, giving visitors the chance to see 100 birds.

The East Anglian Falconry Centre at The Goat Inn, Skeyton, is rehabilitating many wild birds. Flying diplays are every hour, and tours are available.

The Inn itself can cater for groups with real ale and home-made food on sale.

Details from The East Anglian Falconry Centre, Tel: 0692 696600.

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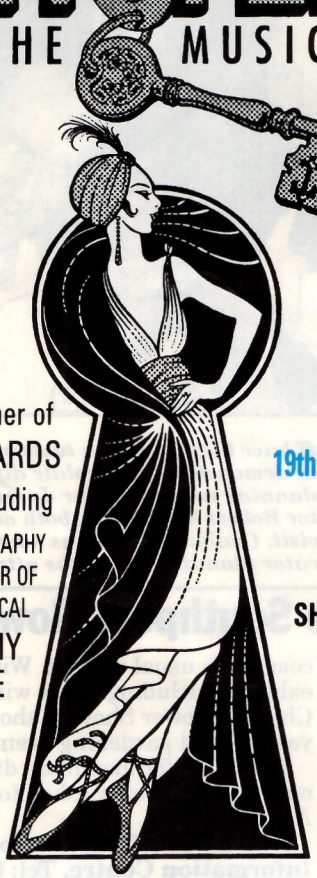

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Project Manager Director of Property
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Walsall Illuminations 1991

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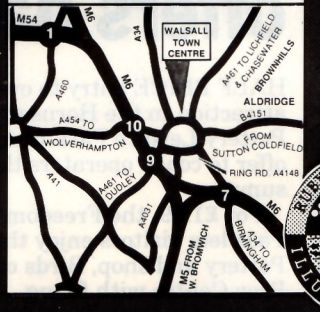

1991 marks the fortieth anniversary of Walsall's famous Illuminations – so this year's displays are going to be the biggest and the best so far!

Popular with visitors of all ages, this picturesque tradition includes a host of new features for 1991, with full support for parties from group discounts to special parking and extended catering facilities.

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SPECIAL FEATURE

Tussauds' changes get public vote

BRITAIN'S top tourist attraction, Madame Tussauds, says a poll of visitors shows 90 percent satisfaction with changes which began this year.

The London waxworks which last year attracted 2.5 million tourists has pumped more than £8 million into the exhibit and the neighbouring Planetarium, and plans to spend another £8 million in the next 18 months.

New to Tussauds is The Garden Party and 200 Years of Tussauds. The Garden Party recreates exactly that on a summer evening, with stars dotted around both in wax and twinkling in the ceiling. Tussauds says it wanted visitors to be able to get as close to the models as possible, touching them and being photgraphed with them.

Two Hundred Years of Tussauds is a scant collection of all that remains of the original exhibition. Some of Mdme Tussaud's orginal death masks and models are one show, with curios such as the key of the Bastille, letters from Thomas Hardy and other fans of the exhibition.

The tiny french sculptor started her London exhibtion in 1802. It was partially destroyed by a blaze in 1925 which gutted the building, hence the loss of so many original waxworks.

In the Planetarium, the entrance hall has been completely rebuilt with interactive computer screens - some of which have live links with weather satellites - and information about the planets and stars. The hall has become part of the exhibition itself.

New catering is provided by the Promenade Pier Cafe - a self-serve restaurant which the manager describes as 'slow fast food.' A range of hot and cold snacks are available together with a hot dish of the day and home-baked pies and pastries. The 200-seat cafe mimics a seaside pier, with a video wall showing scenes along the prom, including a traditional holiday thunderstorm!. Some ancient, working slot machines are on show here, with a modern rifle range.

Finally, the gift shop has been extended and divided into two areas - the Market and the Arcade. Visitors can buy Tussauds gift ware, there's a fruit juice stall, and even a chance to buy theatre tickets at Ticketmaster.

The Planetarium show in the 400-seat dome has also been changed. The night sky scenes from the Zeiss projector are still there, now supplemented by projected slides of the planets. Laser technology brings the audience two eagles which fly around the galaxy from planet to planet explaining how the system holds together. The jovial commentary was provided by TV script writer Michael McStay.

WHAT COACHMART FOUND

The changes at Tussauds and the Planetarium are very well presented and genuinely offer extra value.

Visitors who have seen the exhibition before the changes will find plenty of new entertainment. Even the entrance hall of the Planetarium could keep them busy for a half-hour.

The Garden Party, good though it is, is the same formula mixed in a different order. It gathers together many of the showbiz model but a large number are UK stars virtually unknown elsewhere, Terry Wogan and Paul Daniels for instance, hence of limited appeal to incoming groups.

The 200 Years exhibition makes the most of a limited number of remaining antiquities. It is well-spread giving visitors plenty of room to move around. And it certainly puts Tussauds' history into perspective.

The new cafe appears to offer a wide range of food, nicely presented though at typical London tourist prices - sandwiches at £1.60, for instance. The 140 seats downstairs and further 70 upstairs are slightly cramped and the food counters short. So far, Tussauds says it hasn't experienced a bottleneck here but admit it had crossed their minds.

The gift shop was well stocked with a range of goods but, when *Coachmart* visited, all prices had been removed from the shelves. The gifts themselves were of very high standard, particularly the Tussauds-branded ware.

The Planetarium entrance hall is extremely attractive, well-presented and interesting. A question mark hangs over the use of the laser eagles in the Planetarium itself - they do not marry well to the original show but may make the narrative more interesting for children.

PRICES

Entry to Tussauds for groups of ten or more is £5.35 for adults, £3.40 for children, and £3.95 for OAPs. Corresponding prices for the Planetarium are £3, £1.95 and £2.40, and for entry to both attractions, £6.90, £4 and £5.35.

Full details of Tussauds are available by 'phoning 071 935 6861, Fax: 071 465 0862. The Planetarium (next door) is on 071 486 1121.

'Jorvik' ride being built?

STAFF at Madame Tussauds were tight-lipped about a major new attraction being built but *Coachmart* can reveal that a sit-upon ride is the likely contender for the £8 million investment.

A source close to Tussauds said a 'Jorvik' style ride is under construction below the current exhibition, complete with animatronic moving models, smells and sounds. Tussauds is keen to develop further its moving exhibits following the success of Rock Circus at Piccadilly, which took in 500,000 visitors in its first year.

Tussauds' official comment was that an announcement was due soon but that staff had been briefed to keep the remaining part of the £16 million improvement programme a close secret.

'Bus de-reg will hit London's tourism'

THE London Tourist Board is worried that deregulation in the city will wreck the tourism industry.

The LTB's head of borough liason and development, Robert Chinery, says the possible demise of the London Transport Travelcard and rapidly-changing services will make travelling intolerable for foreign visitors.

Mr Chinery fears that incoming visitors will be confused about bus services... particularly if the familiar red London bus - an internationally-recognised symbol of London - disappears from the streets.

'To discard this symbol is to get rid of yet another traditional London feature, detracting from the character and appeal of London,' he said in the LTB's magazine London Log.

He said the LTB had already opposed Government plans for deregulation in London: 'Some independent bus operators would certainly welcome the opportunity to provide services where they want and to charge what fares they like,' he says.

According to Mr Chinery, at least 75 percent of all foreign tourists use Travelcard. Without it, they would quite literally be lost. He said a networked approach to buses was 'essential in a city as complex as London, and typical of the system operating in many European cities.'

Under deregulation, frequent route and frequency changes would make route maps out of date before they were printed, he said, and it would be impossible to disseminate bus information that was accurate.

■ A London Buses survey revealed that more than 75 percent of Londoners want more bus lanes, and 90 percent want harsher penalties for car drivers parking in bus lanes.

The survey, conducted by Harris Research Centre, revealed that seven out of ten people wanted to see more cars towed away for parking offences in bus lanes.

Deals for Steele fans

TOMMY Steele brings razzamatazz to Manchester's Opera House from August 14 to September 21 when he stars in a new production of Some Like It Hot.

The popular musical is classic, glitzy entertainment with loads of dancing in 1920s costumes. Tommy Steele acts and directs while Mandy Perryment co-stars as Sugar.

Coach operators are being offered £3 discounts in August on all tickets and £2 through September, except for Saturday night performances and previews. With a full coach of over 50, a further two free seats will be given.

Full details are from The Opera House, Quay Street, Manchester M3 3HP, or 'phone Jacquie Howell, on 061 236 0441 from 0930 onwards.

■ A DISCOUNT of £3 per seat and two free seats per 50 are being offered by Manchester's Palace Theatre for its production of the musical Billy, starring 'Bread' actor Jonathon Morris.

The show opens September 17 and runs until Ocotober 12, with the discounts available on all nights except Saturday, providing the places are booked and paid for by August 1. Otherwise a standard £2 discount applies.

The show is different from previous productions. New songs have been added to the score by Dances With Wolves Oscar winner John Barry and co-writer Don Black.

Full details are from Sue Candy or Emma Francis, The Place Theatre, Oxford Street, Manchester M1 6FT, Tel: 061 236 9926.

ONE of Britain's smallest steam railway venues, Embsay near Skipton, North Yorkshire, is pinning its faith in families to keep it running. The enthusiast-run two-and-a-half mile line has earmarked July 28 and August 18 as Kiddie's Days, has a Teddy Bear's Picnic on September 8, a firework display on November 2 and a family day on New Year's Day. Christmas isn't forgotten, either, with Santa trains laid on from November 17 to 22 at a £3.50 fare including Santa's present.
Embsay is run by the Yorkshire Dales Railway Museum Trust. Contact Stephen Walker, Embsay Steam Railway, Skipton, N. Yorks BD23 6AX, Tel: 0756 794727.

Euro city symposium

EUROPEAN city tourism is the broad theme of a symposium in September at which speakers will include Robert Maxwell and Minister for Tourism Viscount Ullswater.

The conference - at the Ramada Renaissance Hotel, Manchester, on September 10 and 11 - discusses joint initiatives with other European cities which can be used to develop tourism. Among subjects discussed will be the changes in European transportation.

The event looks set to bring together tourism chiefs from all over Europe, and may make a good starting point for any operator seeking to break into or develop contacts outside of the UK.

Details of the symposium are from Franciska Ozog, Conference manager, Tel: 071 631 3879.

Fairy tale Christmas

SOMETHING different for the panto season is being offered by a West Midlands theatre.

Hans Christian Anderstories is a show in which the famous fairy tales have been rewritten by children's authors such as Fay Weldon and Adrian Mitchell so that the relate better to today's youngsters.

The Emperor's New Clothes, The Ugly Duckling, The Little Mermaid and others will be staged at The Arts Centre, University of Warwick, from December 5 to January 11.

Details are from The Arts Centre, Tel: 0203 524524.

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ANDREWS (SHEFFIELD) LTD

0742 561661

(19950/AEC)

1976 760 57 seater Plaxton, MoT to September, **£5,500 + VAT ono. Cedar Coaches. Tel. Bedford (0234) 354054.** (20086/SE)

AEC 760 Plaxton 'N' reg., 44 reclining seats, toilet. Ideal for local schools. **£4,000 + VAT. Phone 0602 789466.** (20029/AEC)

1976 AEC DUPLE, 53 seats, ZF, power door, radio cassette, MoT June '92, tax Nov, nice clean coach, **£4,950 + VAT. Tel. 091 373 4200.** (20024/AEC)

RELIANCE PLAXTON, 51 seaters, L registration, choice of two, 1 x 760, 1 x 691, long MoTs, owned by us from new, ideal contract vehicles, **£1,900 each. Tel. Berrys (0823) 331356.** (19973/AEC)

BEDFORD

1979 MARSHAL, 36 seats, 330 engine, pas, air doors, ideal for training vehicle, Class 5, tested, **£2,750 + VAT ono. Tel. 0303 266533 day or 0303 813165 eves.** (19920/BE)

BEDFORD

C REG BEDFORD YMP

Turbo/Maxeta body, 35 seats, 9 standees plus pram pen. MoT Dec '91, Allison Auto.

£17,500 + VAT

This vehicle has been well maintained, in daily use and owned by us since new.

Please contact Hutchison's Coaches, Overtown, Wishaw. Tel. (0698) 372132

(19892/BE)

X REG BEDFORD YMQ

Maxeta body, 35 seats, 9 standees plus pram pen. MoT April '92, Allison auto.

£7,500 + VAT

This vehicle has been well maintained in daily use and owned by us since new.

Please contact Hutchison's Coaches, Overtown, Wishaw. Tel. (0698) 372132

(19890/BE)

35 SEATER BEDFORD YMP/S

Plaxton Paramount. 1985 (B). Test till Dec '91, double glazed, Blaupunkt radio/PA, very good condition.

£27,500 + VAT

OK TRAVEL

North Bondgate, Bishop Auckland

Tel. (0388) 604581

(19974/BE)

1987 YMP 35 SEATER PLAXTON PARAMOUNT

This coach is in exceptional condition and is fitted with reclining seats, tinted double glazed, pull down blinds, full soft trim etc.

£39,000 or near offer

HORNSBY COACHES

Tel. (0724) 282255

(19979/BE)

BEDFORD YNT, 1983, 500 Turbo Duple Dominant IV, 53 seats, ZF gearbox, tinted d/g windows, Telma, taxed and tested, very good clean condition, genuine reason for sale, must go, hence price, **£14,500. Tel. (0642) 476436.** (20061/BE)

1978 BEDFORD PLAXTON SUPREME, 45-seater, tinted windows, carpet floor, driver's fans, recon engine, r/cassette, vgc, test 30th August, **£5,000 (Scotland). Tel. 096785 272.** (19741/BE)

1980 YMT PLAXTON

53 seater, Telma, tested 4/92.

£6,750 + VAT

1979 YLQ PLAXTON

45 seater, tested 1/92.

£4,250 ono + VAT

Tel. 081 599 2411

(19981/BE)

X REG BEDFORD SUPREME V EXPRESS. 53-seater, radio/PA, curtains, speed limiter, good condition. **Tel. 028 686 208.** (20018/BE)

BEDFORD DOMINANT IV, tinted and double glazed windows, recon turbo engine, X Reg, 51 seats, 12 months test, **offers. 1977** Dominant II, tested, good contract coach, **£3,750 + VAT. Tel. (0328) 710589.** (20077/BE)

BEDFORD YMT PLAXTON SUPREME III, 1977, 46 reclining seats, pa, radio, side lockers, test November 1991, **£2,750. Tel. 0462 811470/815424. Andrew Sutcliffe.** (19928/BE)

1979 BEDFORD YMT, 53 seater Plaxton, MoT till Dec '91, good condition, **£4,500 + VAT. Tel. (0858) 462809.** (19983/BE)

1977 BEDFORD YMT, 53 seats, tested 19.11.91, Plaxton Supreme III, **£5,000 + VAT. Tel. 081 858 7211.** (20020/BE)

1978 BEDFORD YMT, 53 seats, tested 25.4.92, Duple Dominant II, recently rebuilt engine, wheel discs, **£4,500 + VAT. Tel. 081 858 8117.** (20021/BE)

1976 BEDFORD YMT, 53 seats, tested 26/9/91, Duple Dominant Express. **£4,000 + VAT. Tel. 081 858 0031.** (20022/BE)

1979 BEDFORD YLQ. Plaxton Supreme, taxed, MoT June 92. **£5,750 + VAT. Tel. 0934 833177.** (19967/BE)

BEDFORD PARAMOUNT YMT, 53 seats, first reg 1.1.83, private plates, interior immaculate, **£16,500. Tel. 0205 364087. Possible part exchange.** (20030/BE)

1975 BEDFORD Duple Dominant, 53 seater, power door, PA system, retarder, surplus to requirements. For quick sale, **£2,500 + VAT. Tel. (0296) 415468.** (20083/BE)

BOVA

1986 BOVA FUTURA, 49/53 recliners, demountable WC, crew compartment, Webasto, double glazing, curtains, MoT to 31.1.92. **£43,750 + VAT. P/X considered. Tel. (0860) 594842 anytime, (0375) 379600 eves.** (20067/BOV)

1981 BOVA EUROPA, 52 recliners, Allison auto trans, Express door, **£16,995 + VAT. Tel. Frank (0708) 864911 or (0375) 379600.** (20070/BOV)

BOVA

1985 BOVA FUTURA HD

48 recliners, 5 star spec including AC. 10 months tax and test. Very good condition.

£38,950 + VAT

0786 814319 or 0831 417025

(19903/BOV)

DAF

1984

DAF SB 2300 JONCKHEERE P599

Full spec, 51 recliners etc, reconditioned engine, new clutch, brakes etc plus new test. Very, very clean.

£35,850 + VAT

Tel: 0786 814319 or 0831 417025

(19902/DAF)

1984

DAF BOVA Calypso

53 executive seats, SDE, curtains, excellent condition, radio/PA, power door, MoT May 1992, low kms, two tone blue exterior.

Total price of £29,950 including VAT

0225 837491 (Avon)

(20091/DA)

DUE TO SURPLUS REQUIREMENT WE HAVE FOR SALE:

2 DAF ENGINED EXECUTIVE COACHES

Both vehicles are full specification, long MoTs, speed limiters, excellent condition inside and out. From

£23,000 + VAT

Further details

0692 406040 or 406020

(20080/DAF)

Rear Engine DHTD PLAXTON 3200

Low drive, 55 seats, choice of 3. D or E Reg. Owned by us since new. All service records available, all fitted with curtains, headrest covers. Radio, PA, trims, immaculate condition throughout.

2 SOLD. ONLY ONE LEFT – MUST BE SOLD.

£42,500 + VAT

Apply

BENNETTS COACHES

(0452) 27809

(20079/DAF)

DAF

1986 DAF PANORAMIC

49 recliners, c/seat, toilet, drinks machine, fridge, 2 TVs, video, radio/PA/cassette, d/bunk, Telma, A1 condition, MoT Sept, taxed '91.

£48,000

Tel. 0268 540071 (Essex)

(20073/DAF)

1983 DAF MOSELEY ALFA GT

Private plate, 885 NBH. 53 recliners & courier seat, tints, full draw curtains, radio cassette/PA, video and monitor, hot water boiler. Telephone can be supplied. **£19,500 ono.**

Ring: Paul, at VILLAGE GROUP TOURS
051 448 1464 (Daytime)
0831 313740 (Mobile)

(20039/DAF)

1985 DAF JONCKHEERE P599

Full executive spec, 49 reclining seats, 2 TVs, fridge, drinks, centre toilet, blinds to side windows (d/glazed), MoT February 1992.

£39,500 + VAT

Call anytime on 0533 777111

(19898/DAF)

1988 DAF SB2305DHS VAN HOOL ALIZEE H.

51/55 seats, centre demount toilet, continental exit. Blaupunkt stereo, PA, VCR & demount monitor. Jason boiler, fridge plus many extras. **£65,000**

1989 DAF SB2305DHS VAN HOOL ALIZEE DH

As above plus double glazing. **£75,000**

TEL 0772 635536

(20060/DAF)

1986 JONCKHEERE P599, 28 seat, full executive, fully fitted rear kitchen, 4 monitor video, independent generator..... **£50,000 ono**

1987 LAG PANORAMIC DAF, running gear, 28 seats, full executive spec, fully fitted, rear kitchen, 4 video monitors, centre toilet..... **£50,000 ono**

Tel. (0903) 892625

(20052/DAF)

1983 MB200DKFL EXECUTIVE, with toilet, driver's bunk, TV, video, coffee machine, 46 seats, 4 tables, double glazed, Telma and limiter fitted, 198,000km, MoT April 1992, **£38,000 ono. Howletts Coaches, Winslow. Tel. (0296) 713201.** (20066/DAF)

1987 DAF SBR 3000 Berkhof Eclipse, 2 x 76 seater, hot drinks machine, toilet, Webasto, Telma, double glazed, curtains, will separate, reduction for pair, POA. **Tel. (0860) 594842 or (0375) 379600 eves.** (20071/DAF)

1986 DAF 2300, rear engine, Plaxton 3200 body, 49 reclining seats, sunken toilet, MoT June '92, very good condition, **£36,500 + VAT. Tel. Ivan Thomas 081 397 4276 or 081 397 3774.** (19972/DAF)

1983 DAF SB2300 DHS 265/6, speed splitter, Jonckheere P50, 49 recliners, TV, video, toilet, coffee machine, fridge, etc, **£34,000. Tel. Warners Bus & Coach, (0684) 292108 Tewkesbury.** (20051/DAF)

1980 DAF PLAXTON SUPREME IV, 53 seats, 1 year's MoT, Express doors, tinted windows, **£9,950 + VAT. Tel. (0708) 864911 (Essex).** (20072/DAF)

FORD

1978 FORD R1014 Willowbrook, 47 seat, service bus, power steering, manual gearbox, MoT Nov 91. **£3,500 + VAT. Tel. (0303) 51782 (Folkestone).** (20041/FO)

DECEMBER 1979, Ford R114 Alpha bodied, 53 seater, red interior, side lockers, manual door, good tyres, taxed and tested November 1991, **£4,000 ono + VAT. Tel. (0200) 26269 (Lancs).** (20088/FO)

DENNIS

DENNIS JAVELIN, 1989, G reg, 149,000 kms from new, Caetano 23.35m, 49/53, new shades, demountable wc and drinks. Part exchange possible, excellent condition. **£62,500. Tel. 0268 783878 (Essex).** (20008/DE)

DOUBLE DECKERS

LEYLAND ATLANTEAN, 76 seaters, long MoT's. Choice of 7. **£2,750 + VAT each. Rennies of Dunfermline. Tel.0383 620600.** (19954/DD)

1973 LEYLAND AN68, 74 seats, pas, single door, MoT April '92, good condition, very reliable. **£2,000 + VAT. Tel. 091 373 4200.** (20015/DD)

FORD

FORD'S Dominant 2, 1980 reg., 53 seats, ideal for Schools contract or Service etc. Choice or two at **£4,250 ea + VAT. Phone 0602 789466.** (20027/FO)

1974 FORD DUPLE DOMINANT I, 53 seats, MoT 12.9.91. Will have new MoT August 1991, **£2,500. 1973 FORD PLAXTON ELITE,** 45 seats, MoT 8.6.92. **£1,500 ono. Howletts Coaches, Winslow (0296) 713201.** (20065/FO)

1981 Ford R1114 Dom IV, Telma, radio, PA, side lockers, tinted windows, power door, all white, MoT 7/5/92, taxed, **£6,750 + VAT ono. Tel. (0268) 540071.** (20074/FO)

1977 FORD R1114, 53 seater, MoT, **£4,500 + VAT. Tel. (0386) 45847.** (20075/FO)

1982 PLAXTON MkV, 53 seats, recent engine, recent retrim, curtains, tinted window, side locker, Telma, twin tanks, 12 months MoT, all white, **£11,500 + VAT. Tel. (0829) 732378.** (19872/FO).

FORD Plaxton Mk 4, 1980 reg., 53 seater in daily use. Ideal Schools or Works contracts. **£4,500 + VAT. Phone 0602 789466.** (20026/FO)

FORD R1114 1981 PLAXTON GT

53 recliners, Telma, curtains, side lockers, very good condition.

Offers

Tel. (0333) 26109 Fife

(20054/FO)

LEYLAND

1986 LEYLAND ROYAL TIGER DOYEN

Taxed and tested April '92, 6 speed ZF TL11 engine, speed limiter, 49 Vogel seats, full exec, 2 TVs, video, drinks machine, toilet, driver's bunk, Telma retarder, Webasto, low mileage, mint condition, used on tour work only. Privately owned.

£37,950 + VAT

Tel. 091 3734 200

(20014/LE)

1988 TIGER

Pneumocylic box, Derwent body, 54 seats + 24 standees, MoT June '92.

£45,000 + VAT ono

Tel. 041-956 5678

(19879/LE)

1981 LEYLAND TIGER 245

ZF Plaxton Supreme V, 50 reclining seats, etc, DoT 11/91. **£21,000.**

1985 LEYLAND ROYAL TIGER

260 ZF Doyen, 47 reclining seats, double glazed, toilet, TV etc, DoT 3/92. **£36,000.**

Warners Bus & Coach

0684 292108 Tewksbury

(20050/LE)

LEYLAND

1983 Tiger 245 ZF, 53 str, Plaxton 11m Plaxton Paramount.....**£25,000**

1983 Tiger 245 Hyd, 53 str Duple Dom IV 11m Express, choice of two.....**£19,500**

1981 Leopard Semi, 53 str Plaxton 11m Supreme Express **£13,500**

1979 Leopard Semi, 53 str Plaxton 11m Supreme Express **£9,500**

All the above are in good condition throughout with long MoTs.
Offers will be considered.

HORNSBY COACHES
Tel. (0724) 282255
(19978/LE)

1985 B REG LEYLAND TIGER 245

With high deck Duple Caribbean body. 51/53 reclining seats, demountable toilet, continental entrance, ZF gearbox, immaculate condition. Choice of 4. All will be sold with MoT valid till Dec 1991.

£39,500 + VAT

Contact Mr A R Jones or Mr G Hudston

W Robinson & Sons (Tours) Ltd, Park Garages, Gt Harwood, Blackburn BB6 7SP Tel. (0254) 889900
(19971/LE)

1984 ROYAL TIGER EXECUTIVE, 49 recliners, ZF box, toilet, drinks machine, curtains and Telma. **1984 Leyland Tiger Paramount,** 3500, both in excellent condition with current MoTs. **Tel. (0742) 441341.** (19982/LE)

LEYLAND LEOPARD. 53 seats, S Reg, semi auto power door, 11 months MoT. **£6,750 + VAT. Tel. 081 858 0031.** (20019/LE)

1975 LEYLAND 680, 57 seaters, MoT. **Tel. (0386) 45847.** (20076/LE)

1977/78 LEYLAND LEOPARD DUPLES. 47/49 seaters, express, all long MoT's, some full year. Choice of 6. **£5,000 + VAT each. Rennies of Dunfermline. Tel. 0383 620600.** (19953/LE)

1982 LEYLAND TIGER PLAXTON. 57 seats, semi-auto, MoT, April 1992, **£21,000. 1980** Leyland Leopard Plaxton Supreme Express, 53 seats, semi-auto, power steering, FM pump, MoT March, 1992, **£12,000.** Both vehicles in excellent condition. **Tel. 0594 542224.** (19739/LE)

PLAXTON LEYLAND LEOPARD, 1979, 680 semi auto, 57 seats, Telma, roof, matching trim, MoT May 1992. **£11,500 + VAT. Tel. 0222 884648/9.** (19882/LE)

LAG

FOR SALE. Choice of 2 LAG/DAF, 49 seats, Panoramic, 1st December 1986, 1 January 1987. **£52,000/£53,000 respectively. Usual Panoramic extras. Tel 0205 364087 (Lincolnshire).** (20031/LAG)

MAGIRUS

1983 MAGIRUS DEUTZ APOLLO, 55 seats, wc, servery, courier, Webasto, cavernous luggage, TV/video, 360,000kms, MoT, eyecatcher. **£34,500 ono. Tel. 0268 783878 Essex.** (20009/MA)

SEDDON

SEDDON Pennine 'R' reg, 53 seats, 23 standee, Gardner engine, ZF gearbox, **£2.250 + VAT.** Choice of five. **Phone 0602 789466.** (20028/SE)

SEDDON 7 GARDNER, 180 engine, Alexander bus body, 1976, 53 seats and 24 standees, new MoT until 17.8.92. **£5,500 + VAT ono. Cedar Coaches. Tel. Bedford (0234) 354054.** (20085/SE)

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ONE ONLY

15/16 seat, full luxury, PSV, 410 diesel, pas, all extras included, special offer! To be exhibited at NEC **BCC Coaching Symposium** in **October in your livery.**

Tel. 0392 211611
and put your name on it!
(20001/ME)

1985 (B) MERCEDES 0303

49 recliners and courier seat, radio cassette/PA. Video monitor, toilet, hot water boiler, fridge, driver's bunk, tinted double glazing, air horns. One owner from new. Full history. Telephone can be supplied. Full ticket. **£49,500 ono.**

Ring: Paul, at VILLAGE GROUP TOURS
051 448 1464 (Daytime)
0831 313740 (Mobile)
(20038/ME)

Y REG MERCEDES 508D

19 seater.
Choice of two.
£6,250 each + VAT.

Tel. 081-893 2030
(20002/ME)

MERCEDES TAZ DUBRAVA

1988, F reg, 54 seats, double glazed, Webasto heating, resprayed in your colours.

£39,000 + VAT

Telephone: 081 994 2640
(20062/MER)

MERCEDES 508 D, 1983 on A. 18 seater, luggage racks, radio, MoT and Tax August '91. Good condition all round. Reason for sale – lost contract. **Hence £7,000 + VAT. Tel. 0785 41319.** (19999/ME)

MERCEDES 407D, 1988, 15 seater, radio cassette, tinted windows, excellent condition, new MoT, **£12,000. Tel. 031 440 1013.** (20087/ME)

NEOPLAN

1984 (A) MERCEDES NEOPLAN JETLINER, 49 recliners, centre sunken toilet, fridge, coffee machine, 2 TV video, blinds, driver's bunk, wheel trims, radio cassette, MoT February 1992, recon engine fitted by Mercedes. **£35,000 ono + VAT** including painting. Finance available. Subject to status. **Tel. 061 480 0617 or 0831 267 566.** (19964/NE)

SCANIA

SCANIA K112

Choice of 5
1984-1987
Van Hool and Jonckheere P599
executive specification.

Tel. day or night
0484 517969
(19956/SC)

1988, F SCANIA K112 VAN HOOL SUPER HIGH, 49/68 recliners, centre sunken demountable toilet, double glazed, tinted windows, curtains, carpets, coffee boiler, TV, video, fitted driver's bunk. Telma, wheel trim, radio cassette, MoT September '91 tax, 240K from new, service by Scania and still has warranty cover. **£75,500 ono + VAT** including painting. Finance available. Subject to status. **Tel. 061 480 0617 or 0831 267 566.** My time is valuable, don't waste it! (19962/SC)

VOLKSWAGEN

1987 VW TURBO OPTARE

25 seats, very good condition.

£9,750 + VAT

Tel. 071 935 0072
(20084/VW)

VOLVO

1984 VOLVO B10M BERKHOF EMPEROR

60 rec., toilet, radio/PA, 3 + Vs/Video, usual spec.
£37,500 + VAT

1983 VOLVO B10M PLAXTON PARAMOUNT 3500

49 recliners, toilet, radio/PA, TV/video.
£37,000 + VAT.

Tel. 0271 43538
(19854/VO)

1985 VOLVO B10M

Plaxton 3500, 53 recliners, Webasto, private plate, MoT January 1992, good condition.
£37,500 ono + VAT.

1984 VOLVO B10M LAG GALAXY

53 recliners, Webasto, private plate, MoT March 1992, good condition. **£31,000 ono + VAT**
Tel. Gales Coaches, ask for John Tel. (0428) 643837
(20089/VO)

VOLVO

IRIZAR PARTS & SERVICE

P/X TAKEN

COACH AND MINIBUS RENTAL
25p per km or £220 per week (Scotland only)

1983 VOLVO B10M

Plaxton 3200, 53 seats, MoT April '92, power door, radio, PA, re-panelled and re-painted in brilliant white, lovely condition. **£35,000.**

TRAMONTANA C.D. LTD
CHAPELKNOWE ROAD, CARFIN, MOTHERWELL
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VOLVO K19 G/BOXES and CASINGS AVAILABLE

VOLVO

D REG VOLVO B10M GL

6 speed ZF auto Dominant service bus, 53 seats, 23 standees plus pram pen. New MoT. Choice of three.

£57,000 + VAT

All these vehicles are owned from new, are well maintained and in daily use.

Please contact Hutchison's coaches, Overtown, Wishaw. Tel. (0698) 372132

(19893/VO)

B REG VOLVO B10M/VAN HOOL ALIZEE DUAL PURPOSE VOITH AUTO

51 seats, 21 standees plus pram pen. MoT Nov '91.

£38,000 + VAT

This vehicle has been well maintained and owned by us since new.

Please contact Hutchison's Coaches, Overtown, Wishaw. Tel. (0698) 372132

(19891/VO)

VOLVO JONCKHEERE BERMUDA TURBO

Belgium built, left hand drive, double glazed, toilet, Webasto, air suspension, reclining seats, PA system, stereo radio cassette.

£18,000 plus VAT

Tel. Mr Woodward (0457) 868569

(20048/VO)

SETRA

1983 PRIVATE PLATE HI LINE SETRA 215 HD

Superb condition, 49 recliners + courier, toilet, coffee machine, 2 x TV video, voith, Webasto, air suspension, bunk, just sprayed, twin pack white.

£49,500 + VAT

Tel. (0375) 673482 day

(0375) 670163 eves

(20044/SE)

VOLVO

1982 Volvo B58 Plaxton 12m, d/glazed, 53 seats, s/auto, radio/PA, power door, retrim and refloored, long MoT. **£24,950**

1981 Volvo B58 Plaxton 12m, 57 seats, test Dec '91, 6sp ZF, radio PA, power door, white. **£17,950**

1980 Volvo B58 Plaxton 12m, 57 retrimmed seats, semi-auto, radio PA, power door, white. **£15,950**

1978 Volvo B58 Plaxton 12m, 53 retrimmed seats, new floor, re-panelled & painted, recon engine, 6 sp ZF, test Sept 91, very tidy, only 2 previous owners. **£11,950**

1980 Volvo B58 Unicar, 53 retrimmed seats, power door, test Jan '92, bargain at **£7,950**

1978 Volvo B58 Caetano, 53 seats, power door, 6 sp ZF, test July '91. **£6,950**

1976 Volvo B58 Plaxton, 53 retrimmed seats, express doors, semi auto, test Nov '91. **£6,950**

1975 & 76 Volvo Allsa deckers, choice of six, single and double doors, all tidy with long tests, from **£3,500**

All prices plus VAT

Please telephone, vehicles in daily use.

Nottingham (0602) 784645

Skills

(19975/VO)

1985 (NOV) VOLVO B9M PLAXTON 3200, 36 recliners plus courier, excellent condition, MoT 19.10.91, **£49,500 ono + VAT. Pullham's Coaches, Bourton on the Water. Tel. 0451 21721 office or 20372 after hours.** (19927/VO)

VOLVO B10M

1987, 53 seat Plaxton with toilet, MoT Jan '92.

£57,000

VOLVO B10M

1987, 53 seat Plaxton with toilet and hot water, MoT Nov '91.

£62,000

Both vehicles vgc.

Tel. Mark Bowd 0889 562131

(19965/VO)

1981 PP VOLVO B58 PLAXTON VIEW-MASTER, 50 recliners, tinted windows, Telma, air over leaf suspension, radio cassette, PA, full side lockers, taxed and tested October 1991. **£18,500 ono + VAT** including painting. Finance available. Subject to status. **Tel. 061 480 0617 or 0831 267566.** My time is valuable, don't waste it!

(19963/VO)

B REG VOLVO CARIBBEAN, 49 recliners, drinks machine, toilet, bunks, curtains, PA/radio, cassette, speed limiter, long MoT, good condition. **X REG VOLVO DUPLE GOLDLINER,** 50 recliners, radio/PA, speed limiter, good condition. **Tel. 028 686 208.** (20017/VO)

1983

B10M Plaxton Paramount 3500

50 reclining seats + courier, Telma, double glazed, pa/radio/tape, full service history from new.

Tel. Epsom Coaches on Epsom (0372) 725252

(19858/VO)

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With the industry looking to a more stable market, price increases are looming. Now's the time to invest in a Kässbohrer Setra.

4 x New 1991 Kässbohrer Setra S 215 HD (Tornado) 370 bhp. MAN engine. High floor with excellent specification. 49 seat luxury touring coach. (1 fitted with air conditioning)

2 x New 1991 Kässbohrer Setra S 215 HRI (Rational) 290 bhp. Daimler Benz engine. Low floor with superb specifications. 53 seat luxury touring coach.

High quality used vehicles of all types also available. Please call or write for more details.

***Please note:* Year of registration does not necessarily denote year of manufacture.**

Harry Kell 0932 843685 (Southern Area Manager)

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1987 E reg Mercedes 814 6 cylinder, 29 seat coach
1988 E reg Mercedes 814, 6 cylinder, 29 seat coach
1988 E reg Freight Rover 300, 16 seat mini bus

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(19117/B)

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ALL PRICES INCLUDE C.I.F. & 12 MONTHS ROAD TAX
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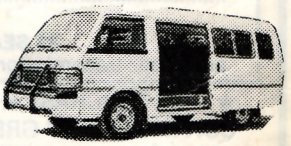

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1975 LEYLAND ATLANTEAN, Northern Counties body, 75 seats, power steering. Test expired.
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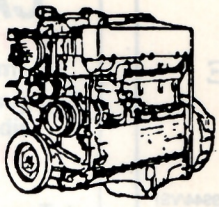

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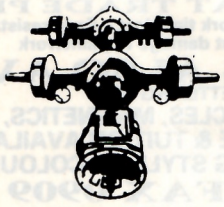

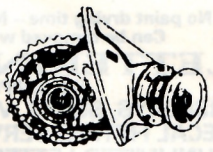

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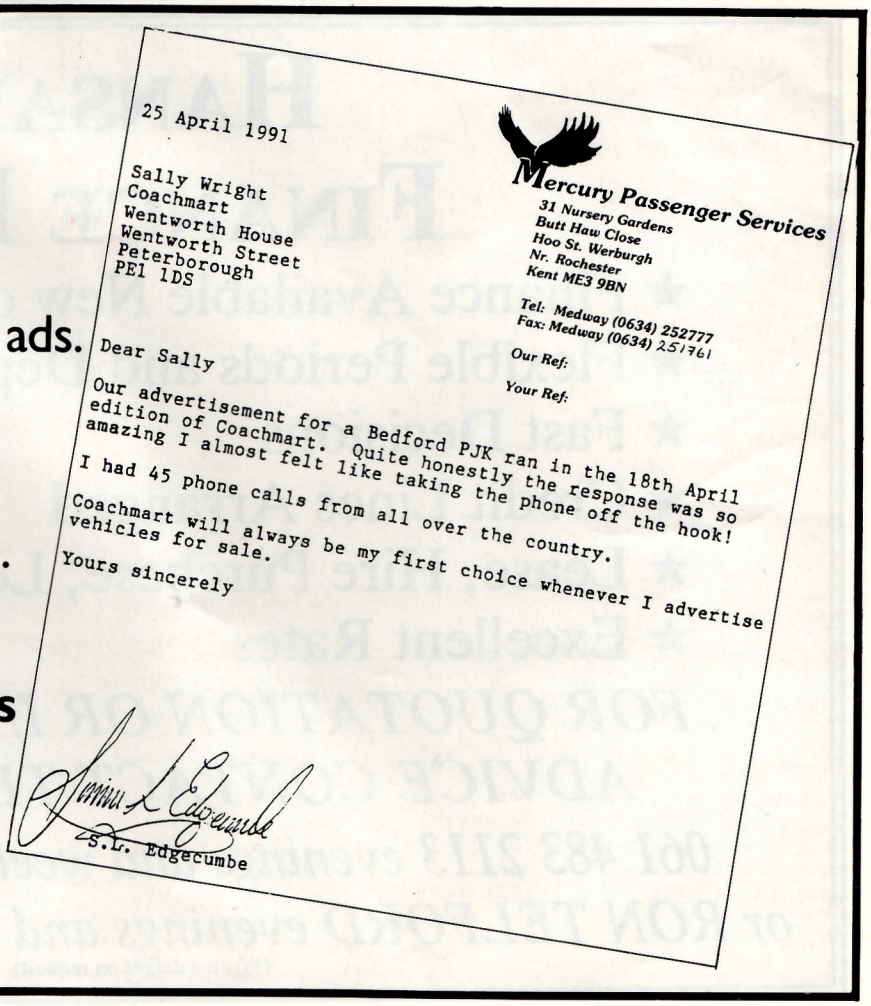

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Tel: 051-724 2266. Fax: 051-724 6427
Southern Office
62 Maidstone Road, Grays, Essex RM17 6NF
Tel: 0375 378371. Fax: 0375 390087
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(19945/AUD)

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NOW ONLY £269.00 + VAT

- In-line water heaters from £199 + VAT
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24 HOUR RECOVERY SERVICE for coaches in Derby between Junction 24-25 M1. **Tel. 0332 365397/573779.**

(16936/24HR)

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TENDERS INVITED for

1988 Leyland Tiger Jonckheere P50
48 seater luxury coach, new MoT

Realistic bids of circa £65,000 considered
ANY INSPECTION – VIEWING BY ARRANGEMENT IN ESHER, SURREY

Tenders to:
Remarketing Dept,
Product Finance, Capitol House,
Epsom, Surrey KT17 4NY
Tel. 0327 729630
Fax. 0327 745299

(19940/TE)

DERBYSHIRE COUNTY COUNCIL

TENDER INVITATION LIST

INTERESTED IN RUNNING BUS SERVICES IN DERBYSHIRE?

In accordance with Section 89 of the Transport Act 1985, Derbyshire County Council is currently updating its list of Bus/Coach operators, who automatically receive invitations to tender for Local Bus and School Contract Services.

If you are interested in operating Bus services in DERBYSHIRE, but do not think you are on the list of potential tenderers, you may obtain further details and an application form from the Public Transport Unit, Derbyshire County Council, Chatsworth Hall, Matlock, Derbyshire, DE4 3FW. Telephone (0629) 580000 Ext. 6744.

(19948/TEN)

NORFOLK COUNTY COUNCIL

HIGHWAYS DEPARTMENT

Tenders are invited for the provision of Local Bus Services in various parts of Norfolk commencing 1st September 1991.

Tender forms including full details are available on application to the County Surveyor, County Hall, Martineau Lane, Norwich NR1 2DH, and must be returned to the County Solicitor by not later than 3pm on 25th July 1991.

(20012/TEN)

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GIVE A LIFT TO YOUR BUSINESS

12-26 TONNE CAPACITY

As already supplied to leading coach and bus operators, fire brigades, and major haulage contractors.

Fast deliveries assured.

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OPERATIONS CONTROLLER

As London's leading coach operator we require applicants to be of polite character with the ability to work to the highest of standards often under pressure to ensure the smooth day to day operation of the company's vehicles.

The applicant must possess a high degree of flexibility and be able to communicate well at all levels.

This position requires shift working as part of a small team. In addition previous experience of the industry, a basic geographical knowledge, and a PSV licence would be an advantage.

A very competitive salary package is offered, dependent on age and experience.

Please apply in first instance to Mr N J Pegg for application.

Tel. 081 570 4134 (20069/APP)

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3 WAYS TO SELL IT FAST

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Is like this!

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1982 R1114 DUPLE MK IV, curtains, side lockers, Telma, twin tanks, radio, pa, cassette, double glazed, very good condition, MOT April 1991 £14,000 Tel: 0733 898111

SELL YOUR VEHICLE FOR ONLY 50p PER WORD!
(VEHICLE SALES ONLY)

FROM £~~1.50~~ + VAT

SPECIAL OFFER: ONLY £6.99 inc VAT
Minimum 25 words
Tel: 0733 898111

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BARGAIN BUS

BEDFORD 466
Plaxton body, MOT and taxed reduced for quick sale.
£4,000

Is like this!

MAKE YOUR VEHICLE A BARGAIN BUY!
ONLY £25.00 +VAT (Maximum 25 words)
TEL: 0733 898111

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DISPLAY YOUR VEHICLE PLUS UP TO 30 WORDS!
ONLY £~~55.00~~ + VAT*
Tel. 0733 898111

*** Special Offer – Only £27 + VAT!!!**

THE BETTER YOU TELL IT - THE FASTER YOU CAN SELL IT!

1. Choose your advertisement style (please tick)

A STANDARD POSITION	B BARGAIN BUS	C PICTURE COACH	D BOX NUMBER
minimum 25 words			
☐ x 50p = £ ☐	☐ x £25 = £ ☐	☐ x £27 = £ ☐	☐ x £8 = £ ☐
No of words + VAT	No of weeks + VAT	No of weeks + VAT	No of weeks + VAT

2. What is the best classification for your advertisement? _____

3. ▼ Start your advertisement here - one word per box - minimum 25 words - PLEASE WRITE CLEARLY IN BLOCK CAPITALS

4.
Your Name
Company Name
Address
Postcode Tel:

5. I enclose a cheque/postal order for £_____
Payable to Coachmart, or please debit my Acces/Visa card
No. ☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐☐

Send to: Coachmart Classified, Wentworth House, Wentworth Street, Peterborough PE1 1DS

OR TEL: 0733 898111

GRAHAM MARTIN'S

(Bus & Coach Sales)

A large selection of Leyland National service buses, 73/74/75,

COACHES

1985 VOLVO B10M VAN HOOL. 53 seats, double glazed, MoT'd. Choice of 2.

1985 LEYLAND TIGER 245. ZF Plaxton Duple 3500, 53 seats, MoT'd.

1988 LEYLAND TIGER 260, ZF Plaxton Paramount 3500. MoT'd.

1986 BEDFORD YMT. Plaxton Paramount 3200. 53 seats, MoT'd.

1982 LEYLAND CUB. Reeve Burgess body, 32 seats.

1979 VOLVO B58 DUPLE DOMINANT, 53 seats, MoT July 1991.

1975 BED SOLD laxton Elite body. 50 seats.

DOUBLE DECKERS

1980 BRISTOL VR, Open top double decker in the course of new MoT

BRISTOL VRT, Leyland engines, ECW, 74 seats, 1975-79-80.

MINI BUSES

1986-7 FREIGHT ROVER SHERPA CARLYLE, 16 and 20 seats, service spec choice.

SERVICE BUSES

Large selection of Leyland Nationals, 1973-74-75.

OPEN FOR VIEWING AT WEEKENDS

ALL PRICES SUBJECT TO VAT. TRADES DESCRIPTIONS ACT. *WE QUOTE THE YEAR OF THE REGISTRATION NOT THE YEAR OF MANUFACTURE.*

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AFTER HOURS & WEEKENDS CONTACT

John Dover **084421 7994** or **0836 280951,** London and Eastern Area UK,
Malcolm J Watkins **0568 84637** or **0836 349938,** Western Area UK

1988 LAG PANORAMIC 49 reclining seats, courier, centre toilet, cont. door & steps, double glazed, curtains, bunk, **full Sutrak air conditioning,** 2 x video, water boiler, fridge, telma, radio, PA, tape, long MoT, finished in white. Would consider rental or lease. Subject to status

1988 VOLVO B10M CAETANO ALGARVE, 49/53 seats, centre toilet, TV/video, courier seat, double glazing & curtains.

1984 MERCEDES V8 NEOPLAN CLUBLINER, 59 seater, radio, PA, tape, 5 TV & video, 1 table, curtains, blinds, tinted glass, Webasto, 2 power entrance doors, toilet, water heater, courier seat, coffee machine, kitchen, bunk and soft trim. New MoT.

1984 VOLVO B10M GALAXY, 49 reclining seats, radio/PA/tape, one monitor video system, curtains, tinted dble glazing, power door, cont door & steps, toilet, water boiler, courier seat, drivers bunk, full soft trim.

1988 DAF SB2305 DHS CAETANO ALGARVE, 49/53 seats, demountable toilet, 2 x TV, video, hot water boiler, courier seat, driver's bunk, carpets and curtains.

1986 SETRA 215HD, 49 recliners, centre sunken toilet, Cont steps, powered Cont Door, wired for water boiler, video equipment, fridge, radio PA & tape, carpet, centre aisle, curtains to side windows, finished in white, usual Setra spec

1985 VOLVO B10M/PLAXTON 3500 49/53 (demountable), radio, PA, tape, courier seat, double glazed, hot water drinks machine, centre toilet, steps, Cont. door, aircraft type lockers to racks. Due in shortly.

1987 SCANIA K112/PLAXTON 3500 Telma retarder, 51/55 (demountable). Video system, water boiler, double glazed with curtains, centre toilet and steps and Cont. door. Due in shortly.

1989 LAG PANORAMIC INTEGRAL, 49 reclining seats, **full air conditioning,** radio, PA, tape, 1 monitor video system, full carpets, curtains, tinted double glazing, contintental door & steps, centre sunken toilet, bunk, Webasto, Telma, full soft trim, new MoT, alloy wheels, extra fuel tank, alarm, blinds & curtains.

1984 BOVA EUROPA MARK 3, 49 recliners, ZF reconditioned gearbox, new clutch, 265 bhp, toilet, TV/video equipment, Webasto, Nomad drinks machine, carpets, curtains, courier seat, radio/PA & tape and plug door, repainted in white.

1976 LEYLAND LEOPARD/ DUPLE DOMINANT 51 seats, semi-auto, Grant door, long MoT.

1980 DAF PLAXTON SUPREME 4, 57 seater, radio, PA, tape, side lockers, power door, new MoT

VANHOOL

VAUX ROAD, FINEDON ROAD INDUSTRIAL ESTATE, WELLINGBOROUGH, NORTHANTS NN8 4TG

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PLAXTON COACH & BUS

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- UNDER YOUR CONTROL
- WITH YOUR DRIVERS
- WITH YOUR QUALITY OF SERVICE

Hughes DAF

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Cleckheaton, West Yorkshire, BD19 4BJ.

FOR FULL DETAILS TELEPHONE: *0274 681144*

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